Board of Trade Journal

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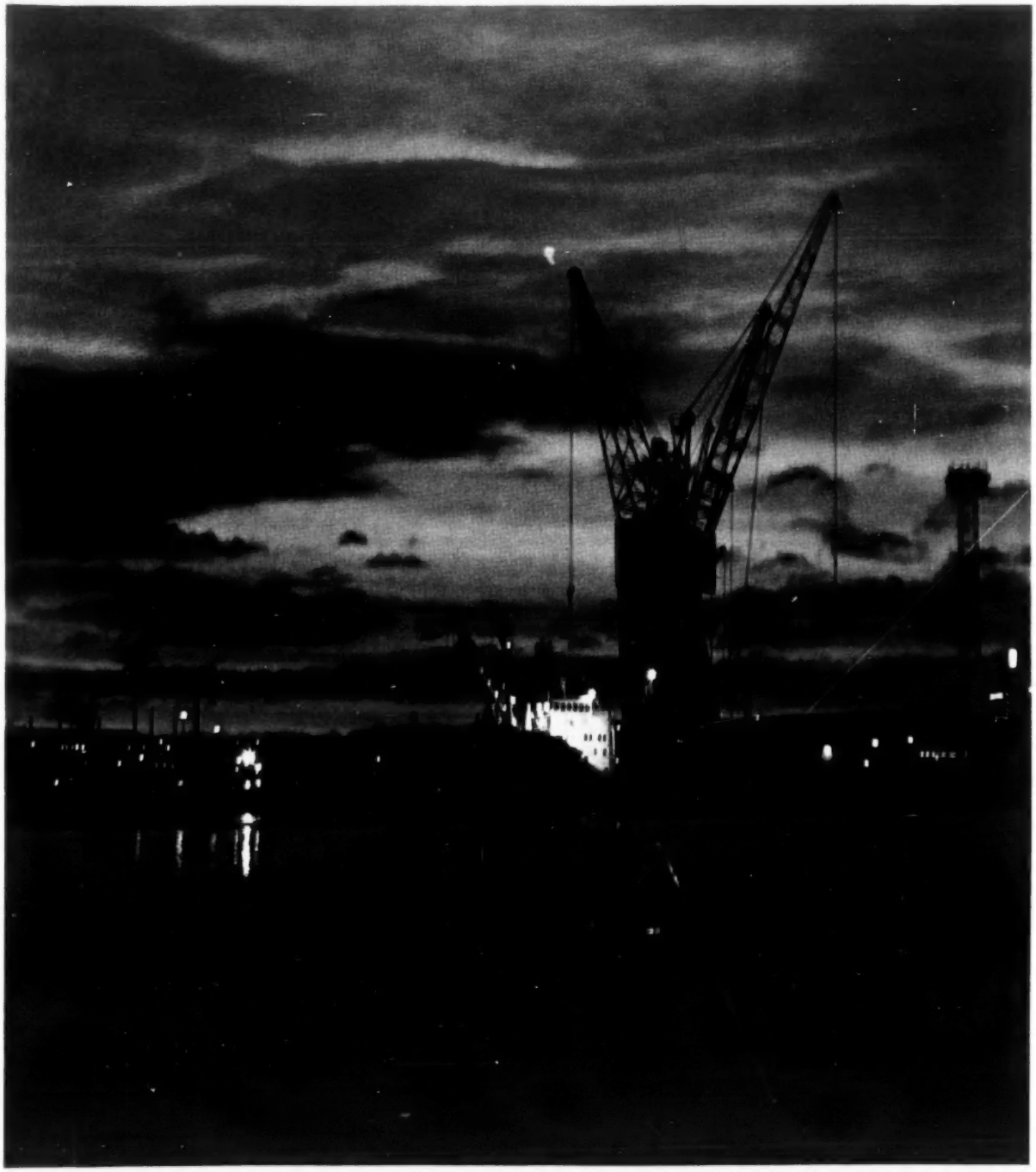

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Front cover photograph

The new Lackenby Dock at Teesport plays an important role in plans to consolidate the status of the River Tees as the third major exporting and importing port in the United Kingdom.

A modern communications system, comprising new fast highways, freightliner services, and low-cost, computer-controlled sea container services operating daily between Teesport and Europort, complement the established port facilities, and provide the reason for Teesside's success in attracting diverse new industries with exporting and importing potential.

Reclamation has commenced of approximately 1,750 acres of estuarial land known as the Seal Sands, at a cost of £5 million, to make provision for further large-scale industrial development, which will be served by deepwater berths capable of accommodating tankers and bulk ore carriers exceeding 150,000 tons. Plans are afoot to build a £200 million ore terminal at Teesport. (Ports and Terminals inset page i—xxiv).

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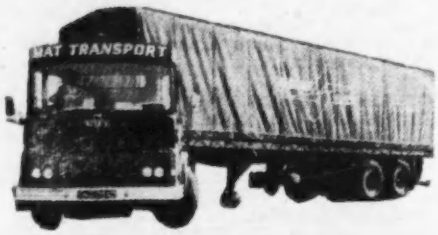

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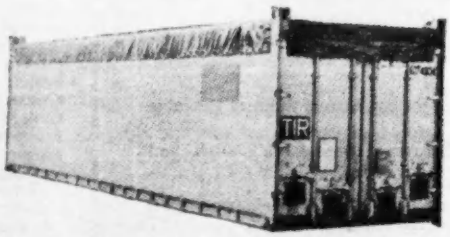

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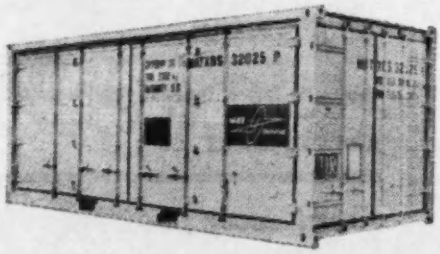

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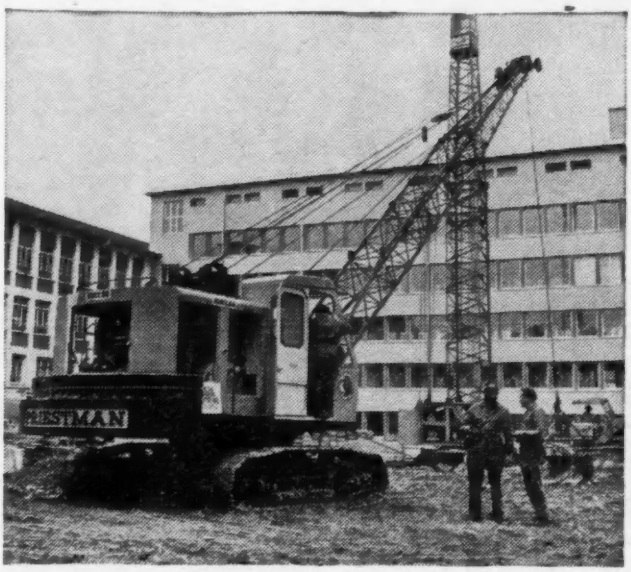
FOCUS ON EFTA—5

Openings for British products in Switzerland

By the Commercial Department, British Embassy at Berne



British plant for outdoor and indoor mechanical handling in operation in Switzerland: left, Priestman Bros. Ltd.; right, Lansing Bagnall Ltd.

Introduction

MANY BRITISH EXPORTERS must be missing opportunities of doing profitable business in Switzerland. Although our exports to Switzerland in 1968 were worth over £136 million, making Switzerland the United Kingdom's thirteenth most important customer, our share of the market declined from the level reached in 1967. Moreover, Swiss purchases of British goods per head of the population are only about two-thirds the corresponding figures for Sweden, Denmark and Norway.

It may be that Switzerland is still regarded by some businessmen as a small market which could not repay a major marketing effort. The experience of many successful exporters shows that this is a complete fallacy. Switzerland's population is only 6 million (though its per capita income is one of the highest in the world – and much higher than the United Kingdom's). But no less than half of total Swiss production is exported, and Switzerland therefore buys considerable quantities of components and semi-manufactures for her export industries quite apart from the needs of her own people. One illustration of this is that a Swiss firm is now engaged on the establishment of three large aluminium plants in Iceland, Australia and South Africa. Another is that the Swiss machinery industry (producing in particular textile machinery and highly specialized machine tools) exports 70 per cent of its production. Switzerland also houses the headquarters of such giant corporations as Alusuisse and Nestlé, with interests (and purchasing programmes) spread all over the world.

It should be noted here that there are no tariffs on the import of industrial goods into Switzerland from the United Kingdom, that there are no restrictions on the transfer of currency and that Switzerland is now enjoying an export-led boom which is likely to lead to an appreciable increase in the level of her imports.

This is a rosy picture for British exporters to Switzerland. But there is another side to it. Switzerland is a sophisticated and discriminating market, with its main centres within overnight trucking range of German, French or Italian suppliers. Like so many tough propositions, however, it offers correspondingly rich rewards to the foreign businessman who is prepared to tackle the market methodically and tenaciously. Nor need this necessarily be a large scale operation, even where the establishment of a Swiss subsidiary is concerned. For example, one British manufacturer of electronic control equipment achieved sales of over £150,000 in 1967 with a staff of one salesman/manager, one technician and a typist – and sales are expanding at about 10 per cent a year.

As part of its work to help British firms tackle the Swiss market, the British Embassy at Berne in conjunction with the consular posts at Zurich, Geneva and Basle, has put in hand a series of research projects covering fields where British industry is strong but where its performance in the Swiss market has been below the level which this strength might be expected to achieve. The fields now being covered are electronic components and instruments, industrial control equipment, domestic television receivers, domestic electrical equipment, advanced medical equipment and agricultural machinery (other than tractors). Some of the results of these studies to date are summarized below.

(Continued on next page)

SWITZERLAND, *continued*

Electronic components and instruments

This field offers one of the most interesting openings for British exporters, mainly because Swiss industry has not so far taken full advantage of developments in electronics and are now trying to make up leeway. The market for components in particular is expected to expand at an annual rate of about 15 per cent. It has been estimated that the total market in 1967 was worth about £24 million and that the total for 1968 was probably about £27 million. Demand in 1967 was greatest for transformers and chokes (£2.3 million), transistors (£2.1 million), capacitors (£2.1 million), diodes (£1.6 million), relays (£1.6 million), connectors (£1.3 million) and fixed resistors (£0.5 million). But the demand for integrated circuits is growing rapidly, and they are likely to account for 50 per cent of the Swiss semi-conductor market in one or two years' time.

There are about 900 customers for electronic components in Switzerland. The majority are manufacturers of industrial and, to a lesser degree, consumer products; other important customers are Universities, Research Establishments and some technical High Schools.

But, the biggest single purchaser of components in Switzerland and probably in Europe is CERN (European Centre for Nuclear Research). It's purchases of standardized equipment and components alone – such as resistors, semi-conductors, valves, wire and cables – will amount to about £700,000 for 1968. This total excludes special components and equipment purchased by indivdual divisions, the value of which is conservatively estimated at £1 million per annum. Total CERN purchases in electronics field are therefore worth around £1.7 million per annum. CERN is not only a large buyer itself. It is also a centre where leading young scientists and engineers come from all over Europe to do research before returning to take up leading positions at home. It thus offers an excellent means of spreading the reputation of a firm or product throughout Europe. However, successes in selling to CERN requires specialized knowledge, and techniques. The Embassy would be glad to advise interested firms about these.

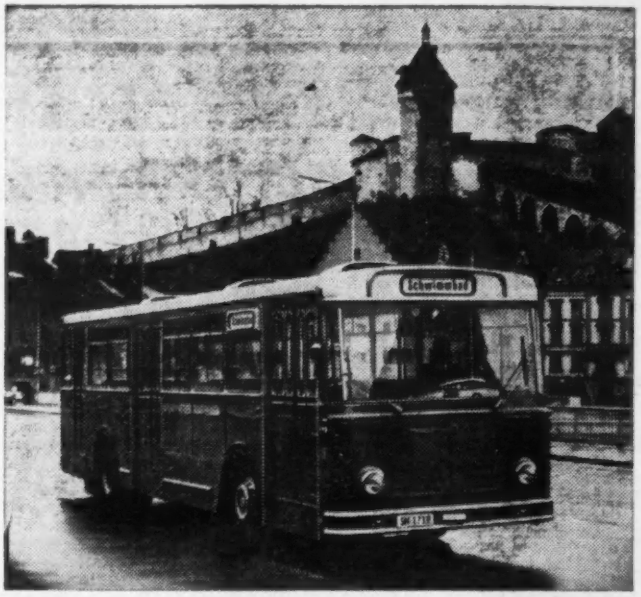
Lord Brown, Minister of State, Board of Trade, introduced this series in the January 31 issue. Articles so far have been:

Finland as a market – January 31
Portugal: an economy offering fresh opportunities for export – February 7
Sweden: the market for capital goods – February 21.
Selling to Norway – March 21

Britain's share of the components market is in the region of about 4 per cent. The biggest domestic producer is probably the Swiss subsidiary of Philips, which produces electronic tubes, semi-conductors, resistors, capacitors etc., but the market is dominated at present by American and German firms. However, there is plenty of room for sales of British components. One British firm has achieved sales of £30,000 for miniature plug-in relays during their first 18 months of selling in Switzerland. A Swiss agent for a British firm manufacturing relay-connectors, semi-conductors and tubes expects to achieve a turnover of about £500,000 for 1968, while the agent for another British firm estimated the potential market for his principal's condensers as £200,000 per annum.

The Swiss market for electrical and electronic instruments of all kinds is also expanding rapidly. Imports during the period 1964-67 rose by over 70 per cent and are expected to rise by 10 per cent per year in the immediate future. Imports for 1967 of electrical instruments for checking, measuring, analysing and automatic control were worth some £12 million, of which Britain's share was about 13 per cent. There was a 5 per cent fall in imports in this category in 1968, but this is probably a temporary setback reflecting sluggish economic conditions in the preceding two years. Current economic indications allow considerable confidence about the future.

The most important single item is oscilloscopes. Here the expensive end of the market – unit prices of £600 upwards – is completely dominated by the American firms of Tektronix and Hewlett Packard (both have sales subsidiaries in Switzerland). Lower priced instruments are supplied by Phillips and a British firm. Sales of digital counters are also important: leading suppliers are Beckman Instruments and Monsanti, which between them have 60 to 70 per cent of the market.



A Leyland Worldmaster crosses the bridge over the Rhine at Schaffhausen, capital of the northernmost Canton of Switzerland. This is about a mile from the famous Schaffhausen Falls – probably the most impressive cascade in Western Europe. Operated under contract to the city by A. Rattin & Co., an undertaking which has completed 40 years of public service, two Swiss-bodied Leyland Worldmasters are the latest additions to the Rattin fleet. Both Worldmasters accommodate 86 passengers. Dominating the town centre is the mediæval Munot fortress towering above the Rhine.

Once again, there is no reason why British products should not gain a more important share of the market, since British instruments are generally considered to be of a good standard and competitive in price. The best way to tackle the market is to establish a sales subsidiary with adequate staff to carry out after-sales servicing. But, an agent can often achieve good results providing that their principals give them adequate support in terms of deliveries and servicing and are prepared to maintain personal contact by making regular visits to the market.

Industrial control equipment

Taking a broad definition, the market for equipment for industrial control applications was estimated to be worth some £14 million in 1967 and stayed at much the same level in 1968. However, future growth is expected to be at an annual rate of about 10 per cent in the case of process control equipment and possibly slightly lower rates in other fields. At present about 60 per cent of equipment is sold to larger firms and about 40 per cent to smaller companies. However, this balance seems to be shifting slowly in favour of the latter. If this trend is confirmed, with its indication that the basis of the market is steadily broadening, there can be little doubt that a high rate of growth will be maintained.

Swiss opinion tends to favour pneumatic or hydraulic systems, with a minimum of electrical and electronic controls, owing to the high cost of the latter. But certain industries already use much electronic control equipment: printing, paper converting and other industries where high speeds are needed; cement where dust and heat are problems and the watch industry which is probably the most highly automated industry in Switzerland. However, the important beverage and food processing industries still use mainly hydraulic or pneumatic systems.

There are a number of Swiss firms manufacturing complete control systems for use in conjunction with their own machinery, such as Brown Boveri, Contraves, Landis & Gyr, and Sprecher & Schuh.

(*Continued on page* 887)

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Opportunities for exporters in Switzerland

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the* Bulletins, *which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2*s. each*) *and documents (the price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order* Bulletins *or photocopies by telephone, telex or letter unaccompanied by a remittance.*

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4. Tel.* 01-248 5757, *Ext.* 7016, 7017. *Telex* 886143. *Answer Back BOTHILLGATE LDN. Telegram EXSERBRA.*

Reference No.	Commodity		Bulletin No.
ESB.9206/69	Film	Source of supply	43/69
ESB.8880/69	Motor car accessories; motor cycle accessories	Agency	42/69
ESB.9265/69	Bolts, nuts, rivets, screws, permanent magnets, pumps, railway equipment	Source of supply	42/69
ESB.3770/69	Coolers, foundry sand drying equipment	Agency	42/69
ESB.8908/69	Paper products, whisky	Agency	42/69
ESB.9205/69	Pins	Source of supply	42/69
ESB.8916/69	Fur, leather and suede coats and jackets	Agency	41/69
ESB.8996/69	Television educational equipment	Source of supply	41/69
ESB.7609/69	Paint brushes	Agency	41/69
ESB.8581/69	Air conditioning plant	Agency	41/69
ESB.7104/69	Copperware and brassware, crystalware, porcelainware, tinware	Source of supply	40/69
ESB.8240/69	Steel	Source of supply	38/69
ESB.5960/69	Bathroom appliances, sink units, trolleys	Agency	38/69
ESB.6380/69	Heavy earthmoving plant	Agency	38/69
ESB.8539/69	Coaxial couplings, plugs and sockets	Source of supply	38/69

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre, 1 Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2479/2480).

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At present few foreign suppliers have their own offices here and they are therefore restricted in the main to selling equipment rather than complete control systems. For this reason a number of Swiss engineering consultants carry agencies for foreign manufacturers of control equipment and systems. This is a good method of tackling the market for manufacturers offering a partial range of equipment. But those offering a complete range would do well to consider the advantages of setting up a subsidiary capable of carrying out design, installation and servicing.

Telecommunications

Imports of telecommunications equipment into Switzerland in 1968 were worth about £33 million. Of this the greater part was for domestic radio and television receivers (£15.5 million) and their spare parts (for which a figure cannot be given since these are included in a general heading). Of the total, Britain supplied only just over £1 million.

From discussions with local businessmen and officials it seems that British manufacturers of navigational equipment and professonal radio receivers and transmitters are well established to take advantage of openings in Switzerland for their products. The picture is by no means so good in the case of domestic radio and television receivers. In the latter field particularly the market is large and growing. Official estimates put the likely sales at about one million sets over the next five to six years. Of these a good number will be colour sets, and Switzerland like Britain, uses the Pal system on 625 lines. In certain areas, particularly around Basle, dual sets to receive both PAL and SECAM colour transmissions are popular. One leading Basle dealer put the percentage of dual sets as high as 40 per cent of sales of colour receivers. There are thus good opportunities for British manufacturers. However, if they are to sell in Switzerland, they will have to compete against well-established German and Dutch competition in terms of price, quality, delivery and service arrangements. The last point will mean setting up a servicing network throughout Switzerland.

Agricultural machinery and equipment

This is a field where there is a substantial Swiss manufacturing capacity but also strong foreign activity. Total imports of agricultural tractors in 1967 were worth £3.75 million, and the British share was £1 million to Germany's £1.5 million and Italy's £500,000. Excluding tractors, however, our performance was less impressive. The total of imports was £6 million, of which:

Germany:	£3 million
Austria:	£500,000
France:	£600,000
United States:	£400,000
and	
United Kingdom:	£300,000

The market for agricultural machinery has stagnated during recent years. Large purchases of machinery in 1963-65 have not been digested and, for reasons both political and economic, farmers are holding off buying. At present the market does not offer great attractions to the British manufacturer, but it seems likely that the Swiss farming industry will before long have to move in the direction of larger, more mechanized units and if it does British manufacturers should be well placed to take advantage of this trend. It cannot yet be predicted when sales will begin to move upwards, but it might well be profi able to investigate future possibilities now in order to be well prepared when sales pick up. The competition is well dug in, with a network of representatives covering the whole country. Success in this market will therefore depend on setting up a really efficient sales and servicing organization, with representatives in all the important agricultural areas.

Conclusions

The foregoing paragraphs contain only a part of the result of what we intend to be a continuing research effort. We hope that this will be of use to British firms, particularly those which have not yet given serious attention to the Swiss market. But they should be quite clear that competition is fierce. Although British exports to Switzerland have increased rapidly in recent years, our share of the Swiss market declined slightly in 1968. The Swiss import market is now worth more than £1,700 million per year,

(*Continued on next page*)

SWITZERLAND, *continued*

which puts Switzerland in the dozen largest importers in the world, and is a magnet for all the advanced industrial nations of the world. The Swiss in consequence are highly discriminating buyers. Prices are competitive, quality must be first class. Modern styling and presentation are almost as essential in industrial as they are in consumer goods. Agents must be given every possible support, particularly over delivery dates. But if your firm's products can compete with the best that Western Europe or the United States has to offer, and you are not making money in Switzerland, you are almost certainly missing a trick. The British Embassy in Berne is ready and eager to help you to pick it up.

If you wish to make preliminary inquiries about the Swiss market for your products, please contact the Export Services Branch or the nearest Regional office of the Board of Trade, whose addresses, telephone and telex numbers are given below. If the information required is not already on file, the Board of Trade will consult the Embassy, but for this they will need full information on your product and its applications, its price c.i.f. in Swiss francs, and, where applicable, samples. Above all, if a representative of your company plans to visit Berne, Zurich, Geneva or Basle, you are urged to make the earliest possible contact with the Board of Trade (at either the nearest Regional office or the Export Services Branch) so that some work can be done for you before he arrives.

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Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers, and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TJ. (Tel. Newcastle 27575. Code: 0632 27575, TELEX 53178, Answer Back – BOT NTYNE.)
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9.)

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232. Code: 0532 38232. TELEX 55472, Answer Back – ECONPLAN LDS.)

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith). Lancashire.
N. S. Belam, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX 66104, Answer Back – BOT MCHR.)

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. J. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021 643 8221. TELEX 33702, Answer Back – BOT BHAM.)

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
F. Lacey, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 6271. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

London and South Eastern Region
Greater London Council administrative area: Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
P. B. Hunt, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. 01-828 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN.)

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: 0272 21071. TELEX 44214, Answer Back – BOT BRISTOL.)

Wales
The whole of Wales and Monmouthshire.
I. Gray, Government Buildings, Gabalfa, Cardiff, CF4 4YL.
(Tel. Cardiff 62151. Code: 0222 62151. TELEX 49267, Answer Back – BOT CARDIFF.)
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. 0492 44261.)

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C3.
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX 77583, Answer Back – BOT GLASGOW.)
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: 0463 30867.)

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), 21 Linenhall Street, Belfast. BT2 8BY. (Tel. Belfast 34488. Code: 0232 34488. TELEX 74578, Answer Back – GOVNI BELFAST.)

Export documentation produced by a dyeline scheme

By A. G. Wheeler, Dip.M.S., AMBIM, Group Management Services Department, Nairn International

This is an account of experience in the introduction of export documentation to the JLCD pattern using the dyeline system.

BEFORE 1968 each trading division within the Nairn Williamson Group handled its own export sales, and made its own individual marketing arrangements overseas.

Nairn International Division, based at Kirkcaldy, now integrates the export selling arrangements for the group's three major manufacturing units:

Nairn floors – smooth floor coverings at Kirkcaldy, Fife.
Nairn Velmar – carpets at Batley, Yorkshire.
Nairn coated products – coated fabric, vinyl wallcoverings at Lancaster, Lancashire.

The formation of Nairn International required the running down and transfer of the export departments at Batley and Lancaster and the relocation of the export department at Kirkcaldy. This was a major exercise by any standard, made more difficult by the fact that exporting had always been a major activity both at Kirkcaldy and at Lancaster where Jas. Williamson & Sons Ltd. had merged with Nairn in 1963. However, this radical reorganization of the company's exporting function gave management a splendid chance to set up a really efficient organization and so, during 1968, every activity affecting the export of the group's products was critically reviewed.

The O and M assignment

Early in 1968 the Group Management Services Department was asked to examine the export documentation of the departments that were to be amalgamated. The general outcome of this was to be a comprehensive system capable of handling all group products being packed and shipped overseas, including some from remote warehouses. At the same time the organizational structure to man such a scheme was also being discussed. The terms of the assignment read:

> 'To review the organization, duties and procedures comprising the export functions in the Floors, Coated Products and Velmar Divisions. Investigation should commence with the receipt of customers' orders and end with the despatch of the goods and transfer of information to the Accounts Department.'

The primary aims were:

1. To simplify existing routines,
2. To make the routines faster and more efficient, and
3. To make recommendations by which the organization might work at greater efficiency.

The survey of existing operations

To begin with, the mysteries of export packing, shipping and documentation looked incomprehensible. In due course, however, all operations have been committed to paper in the form of document flow charts for each location.

Analysis of the activities of the three export offices showed a fair degree of similarity. In particular, the functions of the Floors Division and Coated Products offices were markedly similar as there had been a cross fertilization of ideas and interchange of personnel between them since the merger of Nairn-Williamson. Some packing documents and invoices in use had resulted from an exercise carried out by a firm of management consultants some years earlier. But in general the schemes had grown like Topsy and were large and messy and the processing flow was erratic and lacked control and balance because of an inflexible sequence of operations.

The existing methods depended on people rather than routine and worked only because of the dedicated efforts of a few key staff with much experience. It was estimated that if six key members of the staff were withdrawn at once due to sickness, resignation, etc., the company's exporting effort would have collapsed.

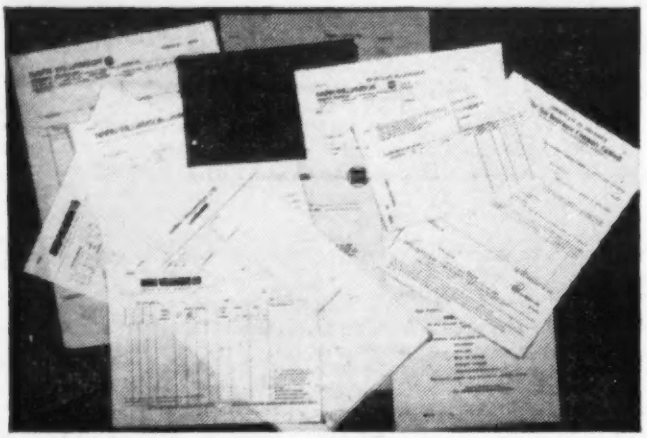
The documents previously used are illustrated (opposite page, left) and show the problem faced by many in the export business. A document set for an export order was made up of a large number of forms of various size, shape, colour and design. Paperwork was raised by typing with carbons, invoices by typing an offset litho master. Similar information was typed or written five times on average and in certain cases as many as 11 times. In consequence a large typing staff had to be maintained to handle this work. Our problem, therefore, appeared to be much the same as that which faced the Joint Liaison Committee on Documents (JLCD) in that we, too, were confronted with processes which were unnecessarily costly because of the amount of work involved in preparing and checking each document in the series and were open to error.

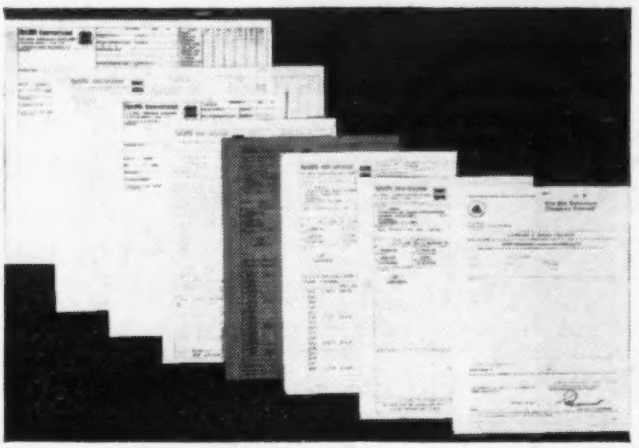
Development of new system

The situation lent itself to some kind of one-master technique because of the high proportion of like information required on the forms. It was felt that the organization handling export documentation should have a separate identity, instead of falling between the export sales and traffic departments. Draft proposals for the setting up of a 'Distribution Department' within International Division were subsequently drawn up and later agreed.

We carefully evaluated the different 'one-master' techniques, the various printing machines used to reproduce the required documents and the booklet 'Simpler Export Documents' published by the Board of Trade describing the work of the JLCD. Nairn-Williamson, Lancaster, had looked into these proposals in the early days of JLCD in 1965 and rejected them as unsuitable for use in our industry. However, the JLCD's deliberations were well documented and this led us to consider the matter again in depth.

Recognizing that it is the system that counts rather than the method used for document reproduction, we began the design work for a 'one-master' scheme embracing the JLCD recommendations. Maximum information content in the Master and document compatibility were the major aims, but we were soon in trouble with the problem of detailing each and every package within a consignment. Although we do not have the problem of shipping a vast variety of goods at once, in our industry we are required by our customers to list for identification and invoicing purposes every bale or roll of material. In many industries, these details may be simply extended to show the gross and net quantities, and a summary of the bale numbers, but how then could we detail, on these silly little A4 size documents, such a number of items? As we wished to include invoicing within the scheme it was important that this problem of many and detailed entries be solved.





Left: Prior to the introduction of the JLCD system, forms came in all shapes and sizes. Right: The new JLCD documents which clearly illustrate the desired uniformity.

The two-master technique

We therefore decided that if we wished to stay within the basic dimensions of A4 size paper two masters would have to be employed. The problem was resolved by use of a Detail Master together with a Summary/Invoice Master.

These two masters, which are both designed to the JLCD format, are used in parallel, the Detail Master generating most of the internal documentation – Packing Lists, Weights and Measurements Sheets, Consignment Notes and Advice Notes. As information is added to the Detail Master prior to printing of the various documents the Summary/Invoice Master is updated, building up the invoice information as the order passes through the system. The Summary/Invoice Master is completed by the transfer and pricing of information from the Weights and Measurements Sheet returned from the warehouse at the despatch stage.

During the initial survey we found that some 49 different foreign invoice masters were stocked. These could be subdivided into two main groups – single column and double column – although there were special columns for the United States and South Africa. The major differences between these invoices were the trading declarations. Proposals were put forward on the basis of stocking Summary/Invoice Masters by column format and varying the invoice finally produced by the application of a trading declaration overlay.

The use of a master document, varying the print-off by the use of overlays and masks, had been incorporated elsewhere in the design work. This forced us to reach a decision on the method of document reproduction.

Choosing the method of reproduction

Practical experience since 'Simpler Export Documents' was published suggested that the two most widely used processes were spirit duplication and dyeline reproduction. Both have advantages and disadvantages, all expounded and denied by their respective selling organizations. In JLCD work, the hectographic or spirit duplicator system seemed to be that most commonly used but, for the all-embracing scheme we were trying to evolve, the dyeline seemed the more suitable, especially as we wished to vary the trading declarations by the use of overlays.

The Nig Halden Azoflex model 161 dyeline machine particularly interested us with its master retention feature and its flexibility and cleanliness of operation. Flexibility is attained by a masking and double exposure technique from a single master with varying overlays. Accordingly, dyeline was decided upon, and a model 161 was delivered on loan in April 1968.

(Editor's note – *a list of manufacturers of this type of equipment appears at the end of this article.*)

Negotiation

As many export documents as possible were redesigned to the JLCD format. Negotiations took place with internal staff – sales areas, stock control, warehouses and traffic and accounts departments – and consultations were held with outside agencies – overseas customs administrations, shippers, forwarding agents, marine insurance and the local Inspector of Customs and Excise. General agreement was reached on the newly-designed forms.

Presentation of proposals

At the beginning of June 1968 a full 'presentation' lecture on the proposed scheme was given to all members of Nairn International Division at which the current paperwork and procedures were illustrated against the proposed JLCD system. The departmental organization changes were also announced so that staffing of the new Distribution Department could be geared to the new document work flow. It must be recorded that all export staff had by this time participated in the gestation of the new procedures and welcomed them, though naturally some were more cautious than others in giving opinions and advice.

System installation

During the remainder of June, masters and materials were assembled for a trial installation in one of the Sales Areas. It was planned to move from area to area: Africa and Americas – July; Europe and Middle East – August; Scandinavia – September, and Australia and the Far East – October. This programme was maintained until August when it was found advisable to change to a local printer to maintain control over the standard of precision essential in the printing of masters and envelope overlays. In the event, the installation of the scheme up to invoicing finished seven weeks late. We now employ a local printer with whom we keep in close touch and, as a result, deliveries and quality are now much improved.

To accommodate the various trading declarations, the invoice overlays had to be reset to conform with the free disposal area at the bottom of the Summary/Invoice Master and this presented some difficulty. We found, however, that the official declarations can be edited to suit a particular industry provided that the agreement of the appropriate Customs authority is obtained. We thought it essential to get all information on one side of the invoice and pursued this as far as possible.

The documentation installation plan was laid out to cover alternatively 'deep sea' trading and the 'short sea' trade. In invoicing it was found quicker to cover the large trading blocks – EFTA and

EEC – then the major customers – South Africa, United States and Canada – followed by the remaining Commonwealth countries and then the rest of the world.

Documents which are mechanically produced by the system include those covering order administration, packing and warehouse routines, pattern orders, applications for shipping instructions, advice notes, consignment notes, and invoices including those for preferential trade with the Commonwealth. Some of the documents are illustrated on previous page (right).

What Nairn International gained

The major benefits achieved are:

(1) In tangible terms some £6,500 in clerical and typing salaries has been released for reallocation, but the intangibles are always difficult to cost. As the scheme settles down later this year some costing figures will be evaluated.
(2) One office with a similar staffing level as before now handles three offices' work. This has the obvious advantages of improved communications, combined customer records and improved credit control.
(3) The system calls for very much less typing effort and in fact enabled us to release five skilled typists for correspondence work.
(4) There has been a tremendous reduction in the time taken in checking as only the Masters need to be checked. This led to an improvement in the quality of checking and to the virtual elimination of errors in our export documents.
(5) Customer liaison is improved because the printed documents are more easily filed, being of international A4 paper size which is standard in many countries.
(6) Statutory and random checks by HM Customs and Excise are more easily made on documents that originate from a Master which is necessarily of single source origin.
(7) Stationery stocks are reduced both in range and quantity. Envelopes used are standardized to the ISO sizes for A4 paper.
(8) As every order is now processed by a 'system' its path may be easily followed. The work involved in reporting arrears and routine progress action is easily performed by junior staff, thus saving the time of experienced personnel.

Further developments

One of the great advantages of this scheme is that it may be built upon at will. Being satisfied as to its potential we are following up:

(1) Customer order pads.
To arrange incoming orders into a similar fashion at the order entry stage an Order Edit Sheet is currently used. We intend to issue JLCD-style order pads to our major customers and main agents.
(2) Window envelopes.
C5/6 (DL) and C5 sizes are to be used in both surface and airmail weights.
(3) Bills of Lading
Currently, we make extensive use of shipping agents. Economies could be made by drawing our own Bills of Lading direct from the shipping companies.

Conclusions and recommendations

The initial publication of the JLCD proposals aroused great interest at Nairn-Williamson Ltd., but we made a tactical error in setting up our committee to look into the proposals at too high a level. We have learned from this and suggest to anyone contemplating such a scheme that they should:

(a) secure the approval of top management to the general principles of JLCD and its application, and
(b) then delegate the responsibility for design, presentation and installation to a specific person or small team. If the services of trained O and M specialists should be available progress will be more effective and quicker.

Printing of the Master documents caused us some trouble. We recommend that printers for accurate format documents should be carefully selected and then the team should in the final stages work closely with them, explaining the need for accurate registration and specifying the degree of accuracy required. There are great advantages in the choice of a local firm because of the need for good communications, especially at the stage when proof copies, which must be very carefully checked and corrected as necessary, are passed for printing. Work which is not up to the specified standard must be vigorously rejected.

Manufacturers of dyeline (diazo) equipment for systems work

Block & Anderson Ltd.	Cambridge Grove, London, W.6.
Nig Halden Azoflex	Business Services Centre, 4-12 New Oxford Street, London, W.C.1.
Copycat Ltd.	Greycoat Place, London, S.W.1.
Ozalid Co. Ltd.	Langstone Road, Loughton, Essex.
GAF (Great Britain) Ltd.	Stourton House, Dacre Street, London, S.W.1.
Admel International Ltd.	7 Brooklands Road, Weybridge, Surrey.
Anson Skycopy Ltd.	79 Southwark Street, London, S.E.1.

Birmingham Chamber reports on trade mission to Iran

THE BIRMINGHAM Chamber of Commerce and Industry Trade Mission to Iran recently returned to the United Kingdom at the conclusion of a successful six-day visit. The mission leader, Mr. J. G. Norris, managing director, Norris Consultants Ltd., said: 'The visit was very encouraging from the viewpoint of immediate and future business, new contacts and arrangements for local representation by mission members, as well as the development of communications between the Birmingham Chamber of Commerce and Industry, the Tehran Chamber of Commerce and the Iran Chamber of Industry and Mines.'

The mission members, a number of whom had not previously visited Iran, had obtained a clear impression of the extensive trade and business opportunities available and the future potential due to the rapid expansion in all sectors of the economy. These factors, together with the priority given under the current Five Year Plan to development of local manufacture, know-how agreements and other forms of co-operation, had encouraged several of the group to initiate discussions on joint venture projects.

'We were provided with highly effective support by the staff and facilities of the British Embassy Commercial Secretariat both for individual and official negotiations during the visit,' said Mr. Norris.

Inward trade missions study pollution methods

MR. WILLIAM RODGERS, Minister of State, Board of Trade, was host at a reception in London on March 25 in honour of missions from Italy, Thailand and Uganda who are in the United Kingdom studying methods of effluent and water pollution control.

The reception was attended by industrialists specializing in effluent and water pollution control, by Government officials, officials of the British National Export Council, who have arranged a series of visits for the missions and Members of Parliament.

Selling mission to Cyprus

FOLLOWING a successful mission to Singapore, the British Hotel and Public Building Equipment Group are now preparing to mount a similar 'hard-selling' mission to Cyprus. This will take place between May 18 and 24, when some 16 member companies of HOPBEG will be meeting hoteliers, architects and developers in connection with the tourist development programme in Cyprus. A market research visit was made in November 1968 and Mr. M. T. King, executive director of HOPBEG, will be visiting the island again later this month to prepare the way for the main party and to arrange appointments and facilities for the display of samples.

'Britain needs a bigger share of Norway's trade'

— The President

'WE NEED to win a bigger share of what Norway spends abroad,' said Mr. Anthony Crosland, President of the Board of Trade, speaking at the Anglo-Norwegian Trade Conference at the Confederation of British Industry in London on March 20. Mr. Crosland said that our exports to Norway had been increasing less rapidly than we would have liked and the United Kingdom trade figures for 1968 showed an adverse balance for us of £35 million. Norway's merchant fleet made an important contribution to her invisible earnings and it was clear that the overall balance was far more heavily in Norway's favour. 'I know that, in a multilateral system such as we both believe in, there is no reason why trade between our two countries should exactly balance: my point is that, as these figures show, Norway has benefited substantially from her trade with us.'

'On present indications there is nothing seriously wrong that cannot be put right with some extra effort on our part. But we cannot be satisfied with even the present high level of trade; we need to win a bigger share of what Norway spends abroad.

'Looking at the trade figures for the last 10 years I find that despite the increase in the value of trade our shares of each other's markets have remained remarkably steady. We have supplied about 15 per cent of your total imports and taken about 20 per cent of your exports. These figures suggest that we both can profitably explore the means of increasing trade between our countries; it is perhaps in this context that the Conference can produce the most tangible results.

'Ships, for instance, are for us an important export to Norway, and shipping is important to both of us. Norwegian purchases from our yards naturally vary from year to year, but over the last 10 years they have averaged over £9 million per annum. I was delighted to read the other day that an important Clydeside firm of shipbuilders was in negotiation for a £7 million contract for three bulk carriers for Norway. If concluded, this contract will bring the total orders placed by the Norwegian customer since 1961 to 20 ships worth some £32 million. And – this is something which I hope those who so often publicize our shortcomings will note – every one of the nine ships ordered from this British yard since 1961 and delivered so far has been completed before the contract date, an achievement which brings its own reward in further orders.

'But ships are only one of our exports to Norway. Our exporters are searching out opportunities and endeavouring to meet Norway's ever-changing needs. I hope that this conference itself will give them a clearer idea of Norway's needs and how they can best set about meeting them. Of trade in the other direction I shall have more to say in a moment.

'It is appropriate first that I should say something about EFTA of which Norway is an important member. I should like to state here and now that I look on EFTA as one of the great achievements in the economic development of the post-war world. Within a short space of time industrial tariff barriers have been eliminated and free trade in industrial goods established. This is no mean achievement, nor is it an empty one. The level of trade among Member States is nearly 150 per cent higher than it was in 1959, an average annual increase of some 11 per cent. Norway's exports to her EFTA partners since 1959 have increased over 150 per cent. Our own exports to EFTA have more than *doubled*. The four Nordic countries normally account for over half of total intra-EFTA trade, and trade between them has trebled since 1959. The EFTA countries are now an integral and important part of the European scene, and these figures confirm that the original decision to work together is one from which we have all gained substantially and from which we can expect continuing and increasing benefits in the future.

'Quite apart from these obvious gains there are some less evident but nonetheless important advantages which we all derive from our association in EFTA. For example, work has been going on to remove impediments to establishing subsidiary companies in other Member States. We are moving towards acceptance of each

(*Continued at foot of next column*)

other's electrical testing arrangements, and it will soon, we hope, no longer be necessary to duplicate electrical testing in EFTA markets. Lastly I have in mind the personal contacts that are made through EFTA by Ministers, officials and, indeed, by businessmen. I value this aspect of EFTA highly and look forward to my meetings and business discussions with my Ministerial colleagues from the other EFTA countries. However much of this personal contact already goes on, there is still room for more. This conference today is important because it brings together the people who are responsible for the vast flow of trade between our countries; the bankers, the manufacturers and exporters and those who operate the ships in which these goods are carried. It is only contacts like these which can give life and reality to the framework which Governments have set up.'

UK tour by the British Trade Council in Germany

A TEAM OF 10 members of the British Trade Council in Germany, led by Dr. F. T. Hamblin, general manager of ICI (Deutschland) GmbH and vice-president of the British Trade Council, arrived in the United Kingdom on March 18 for a three-day promotional visit in this country.* The British Trade Council are a voluntary organization of businessmen resident in Germany who are specially concerned with assisting British exporters in the German market. On March 19 they attended two meetings at the Board of Trade headquarters, the afternoon session being devoted to outlining the availability and range of assistance that the Trade Council offered to United Kingdom firms and to answering individual queries from the large body of businessmen present. Among the topics discussed were the opportunities afforded by the new TVA border tax adjustments, the 'development areas', particularly Berlin, the relative advantages of the various forms of company that may be established, and the benefit of Germany as a trading base in the EEC market.

The following two days were taken up with visits to Chambers of Commerce in Glasgow, Manchester, Birmingham, Bristol and Cardiff, where similar meetings took place with representatives of local firms. A keen interest in the current export opportunities to be gained in Germany was apparent from the satisfactory attendance and the lively discussions that ensued on the subjects raised above, as well as many other points peculiar to the German market.

* They were accompanied by a representative from the British Embassy and the Consulate-General in Hamburg.

On March 19 BNEC Export Council for Europe gave a lunch for the British Trade Council touring Britain as part of the 'Opportunity Germany' campaign sponsored by both the Board of Trade and Export Council for Europe. Left to right, Dr. F. T. Hamblin, head of ICI (Deutschland) and leader of the team; Mr. Peter Tennant, Director-General, British National Export Council; Mr. C. A. Gude, of Tozer Kemsley & Hillbourn and Vice-President of the British Trade Council, Mr. Hector McNeil, chairman of BNEC Export Council for Europe; Lord Brown, Minister of State, Board of Trade,

Opportunity Germany — market reports in 'Export Service Bulletin'

THE OPPORTUNITIES for British exports to the Federal Republic of Germany have been increased by the Federal Government's decision last November to reduce taxes on most imports by 4 per cent. This is equivalent to a reduction of 3.6 per cent in the total landed cost, including customs and tax, of imported goods. It will continue until March 31, 1970.

A list of market reports appearing in the *Export Service Bulletin* was published in the article 'The marketing of consumer goods in the Federal Republic of Germany' (*Board of Trade Journal*, February 28, page 595). Since then the following reports have appeared:

	Bulletin Number
Electro-medical equipment	40/69
Food processing machinery	41/69
Furnishing fabrics	43/69
Carpets	45/69
Caravans	46/69
Do-it-Yourself articles and garden tools	50/69
Scientific instruments	52/69
Wool and worsted cloth	56/69
Sports equipment	57/69

Copies of these issues, together with further information, can be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4.

Thai officials visiting Britain

A PARTY of Thailand officials, who have the task of planning and implementing a £45 million scheme, financed by the World Bank, to install a main sewage system in Bangkok, arrived in Britain on March 24 for a 10-day visit. The mission, sponsored and organized by the British National Export Council and companies in the sewage and effluent treatment field, is led by the Thailand Chief of the Special Product Division, National Economic Development Board, Dr. Vinyu Vichit-Vadakan, and includes Mr. Prasert Navarat, the man directly responsible for the implementation of the scheme.

During their stay they will visit British manufacturers and attend the Effluent and Water Treatment Equipment Exhibition and Convention at Earls Court.

The Bangkok sewage scheme, which will be one of the largest main sewage schemes undertaken in Asia, will involve the laying of 500 miles of pipes under the city and the construction of the sewage treatment plant.

BETRO prizes for invisible export case studies

PRIZES OF CASH and of special Wedgwood plaques have been awarded for invisible export case studies by the Royal Society of Arts. In 1968 the Society, acting under the terms of the BETRO Trust, offered four prizes, each consisting of £250 and a specially designed Wedgwood plaque, for the best case studies of invisible exports from this country. The purpose of the competition was to draw attention to the importance of invisible exports in the economy of the United Kingdom to furnish educational and training establishments with useful and recent practical examples of such exports and to provide those firms engaged in selling expert services with up-to-date information about successful efforts.

Thirty-three entries were received, and the Council has made the following awards: Prizes of £250 each and Wedgwood plaques to: E. W. Gifford & Partners (consulting engineers), T. P. O'Sullivan & Partners (consulting engineers), Exporters' Refinance Corporation Ltd. (finance to exporters). The fourth prize of £250 is divided equally between: Currie Line Ltd. (shipping), The Power-Gas Corporation Ltd. (chemical engineering contractors).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of March 14 issue.

Exporting to Finland supplement in 'Export Service Bulletin'

A SUPPLEMENT to the Board of Trade *Export Service Bulletin* entitled 'Britain in Finland 1970' was published on March 24.

'Britain in Finland 1970' is also the title of a new trade drive in that country which was announced by Mr. Anthony Crosland, President of the Board of Trade, in January. The trade drive is to show Finnish industry and the buying public the best that Britain has to offer. The programme for the year, which is being drawn up by the Board of Trade in conjunction with the BNEC-Export Council for Europe, and in consultation with the Finnish British Trade Association, will include a major joint venture at the International Trade Fair in Helsinki in September 1970, store promotions, and a series of BNEC sponsored missions to Finland.

The supplement to the *Export Service Bulletin* contains market reports on a selected group of products which the trade drive is designed to boost, and which are considered as offering favourable opportunities for the expansion of British exports to Finland.

The products chosen are pleasure boats and components, speciality foodstuffs, toys, fabrics, cosmetics, women's and teenage outerwear, internal combustion engines, and power generation equipment.

United Kingdom exports to Finland (including re-exports) totalled £79.9 million in 1968, as against £72.6 million in 1967, £76.7 milion in 1966, £72.9 million in 1965, and £65.7 million in 1964.

Copies may be obtained from ESB, Room H24, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7058).

Britain's new Ambassador to the United States, Mr. John Freeman, MBE, arrives at The National Airport, Washington DC, to take up his new appointment. Mr. Freeman 'flew British' all the way. From London he travelled to New York by BOAC Super VC10 jet liner, transferring at John F. Kennedy International Airport to a Hawker-Siddeley DH 125 executive jet for the flight to Washington. Hawker-Siddeley has sold 29 DH 125 in the last year and a total of 105 in the United States. Mr. Freeman (right) is seen here with Mr. Samuel L. King (left) United States Deputy Chief of Protocol, and Mr. E. E. Tomkins, British Minister.

New record output and exports forecast by BEAMA president

A FURTHER INCREASE in output to approximately £3,000 million and in direct exports to about £600 million was estimated for the electrical manufacturing industry in 1969 by Mr. R. M. Fairfield, CBE, retiring president of the British Electrical and Allied Manufacturers' Association, when he addressed the annual general meeting of the association on March 20.

At the meeting Mr. Sebastian Z. de Ferranti was elected president of the association. Mr. Edward Thomas Judge was elected deputy president.

Visits by British overseas commercial representatives during the period to June 1969

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

AFGHANISTAN (Kabul)	A. B. N. MOREY, Second Secretary (Commercial)	June	In present post since 1967
ANGOLA (Luanda)	F. E. B. IDE, Consul	June (in London only)	In present post since 1968
GERMANY (Hamburg)	K. W. CHESTERMAN, Consul (Commercial)	June	In present post since 1967
INDIA (New Delhi)*	B. O. VALENTINE, Second Secretary (Commercial)	June/July	In present post since 1967

* Firms applying for an interview should firstly ascertain that there is provision under the current Indian Import Licensing Policy for the import of commodities in which they are interested. Inquiries should be addressed to Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757) or to the local Regional Office.

INDONESIA (Djakarta)	D. G. PARKER, Third Secretary (Commercial)	June (in London only)	In present post since 1967
MALTA (Floriana)	E. R. PRIOR, Second Secretary (Commercial and Technical Aid)	June	In present post since 1968
UNITED STATES (Los Angeles)	G. L. SCULLARD, Consul (Commercial)	June/July	In present post since 1967
ZAMBIA (Lusaka)	R. P. BREAKSPEARE, Second Secretary (Economic and Commercial)	May	In present post since 1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems, are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices, together with the areas covered and the appropriate office for Northern Ireland, were listed at page 175 of the *Board of Trade Journal* of January 17, 1969). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help.

Britain's record tourist year — 4 million mark passed

A RECORD tourist year for Britain was referred to by Lord Geddes, chairman of the British Travel Association, when he spoke at a meeting of the BTA Council in London on March 19.

Lord Geddes said: 'Not only did we attract more visitors from overseas than ever before, but, for the first time, the total passed the four million mark. Our tourist receipts, including fares paid by visitors to British carriers, amounted to an estimated £375 million, which represented an increase of some £24 million on the previous year.'

Continuing, Lord Geddes said that the prospects for the future were excellent. Never had the outlook been so good. 'This year, we forecast, we shall receive more than four-and-a-half million visitors, and there is every indication that earnings from this traffic will, for the first time, exceed £400 million. By 1970 our visitor traffic should exceed five million and should continue to grow rapidly in the decade ahead.'

There was little doubt, he said, that the success in developing tourism in Britain in the post-war years to become one of the country's major invisible exports, could not have been achieved without the co-operation of all the varied trades and interests represented by the BTA Council.

'We have always emphasized to you the importance of this co-operation and of the growing need to co-ordinate tourist promotion and development plans. Much progress has been made in recent years by transport organizations and by the hotel and accommodation industries in preparing to cater for the rapid expansion in visitor traffic we are now experiencing and which we shall continue to witness.

'The efforts of everyone concerned with improving basic tourist services, amenities and attractions within Britain have received praise, and rightly so, from the Government, from industry and from the Press.'

British publications drive in Netherlands

A BIG CAMPAIGN to promote the sale of British newspapers and periodicals in the Netherlands was opened by Mr. Hugh Cudlipp, chairman of the International Publishing Corporation, in Amsterdam on March 20. The scheme is organized by the Central Office of Information and the Joint Export Policy Committee of the Newspaper Publishers' and Periodical Publishers' Associations. The leading Dutch distributors are co-operating.

British publications are at present distributed to over 450 retail outlets in the Netherlands, apart from a considerable subscription business. The distributors plan to extend the range and quantity of available titles in the main towns and cities of the country. Publicity material is being provided by the COI, and the British Embassy is giving its full support.

United Kingdom butter imports: quota year 1969/70

MR. ANTHONY CROSLAND, President of the Board of Trade, announced in reply to a Parliamentary Question on March 20 that the quota system for imports of butter will continue for a further 12 months beginning on April 1, 1969, and that imports of near butters and substances containing butter fat will continue to be subject to a global quota of 9,000 tons per year.

The total of imports of straight butter to be authorized initially will be 397,000 tons. This amount is lower than usual because stocks in the United Kingdom are exceptionally high and rising, and it is necessary to reduce them. Because of the large reduction in our import requirements, the distinction between basic quotas and supplementary authorizations, with the attendant requirement that part of the total allocation must be delivered during the period April to November, has been suspended. Supplying countries will be free to phase their supplies to suit variations in market demand during the year. The situation will be kept under continuous review.

There will be no general provision for the carry-over of old quotas into the new quota year or for the anticipation of the new quotas in the current year. Exceptions may be made to meet special circumstances such as shipping difficulties.

Notices to importers giving full details of the licensing arrangements for the quotas will be issued shortly.

Individual countries' allocations are shown in the following table:

	Tons
Argentina	3,780
Australia	65,100
Austria	1,190
Belgium	180
Bulgaria	580
Denmark	93,135
Finland	8,120
France	2,840
Hungary	1,090
Irish Republic	26,000
Kenya	500
Netherlands	8,770
New Zealand	170,000
Norway	1,190
Poland	8,660
Rumania	2,020
South Africa	1,075
Sweden	2,660
Uruguay	110

Notes:

The present system for controlling imports of butter by annual quota was introduced in April 1962, following applications by New Zealand and Denmark for the imposition of anti-dumping duties against subsidized imports from other countries; and has been continued each year since then.

Last year's arrangements fixed basic import quotas at 443,655 tons. Supplementary imports of 18,345 tons were also authorized from most countries holding basic quotas. Over the year as a whole supplies of butter have been plentiful.

The first-hand price of the New Zealand and Australian butter has remained steady during the 1968/69 quota year at 300s. per cwt. The Danish price was reduced by 30s. per cwt. to 347s. per cwt. on May 13, 1968.

Retail prices of butter remained steady during the year. According to the national food survey the average price paid by housewives for butter in each of the last three calendar years has been:

1966	3s. 6 d. per lb.
1967	3s. 5½d. per lb.
1968	3s. 4½d. per lb.

The coming year will start with large stocks. At April 1, 1969, they are expected to be around 111,000 tons, compared with 97,000 tons at April 1, 1968. Given normal weather it is estimated that home production of butter in 1969/70 will be about 65,000 tons.

The initial import programme is much smaller than last year because of the exceptionally high level of stocks.

Consultations about these arrangements have been held with the Governments of New Zealand, Australia, the Irish Republic and Denmark, the four major suppliers.

(A Parliamentary Answer by the Minister of Agriculture on the imports of cheddar cheese is given on page 903.)

Mrs. Dunwoody to visit South-west Scotland

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, is to visit the South-west of Scotland on March 31 and April 1. During the two days she will visit factories and industrial estates and have meetings with industrial development organizations and town councils in Stranraer, Girvan, Cumnock, Sanquhar and Dumfries.

Bristol caravan firm to transfer to South Wales

STATELY CARAVANS LTD., of Pucklechurch, Bristol are to occupy a new factory at Abercarn, Mon. Stately Caravans were established some six years ago and currently employ about 40 men on the production of mobile homes and caravans. To cope with increasing demand for their products in the home market, and for export, the firm have decided to increase their production capacity by building a new factory at Abercarn.

The new factory which is of 26,000 sq. ft. will become operational later this month and is being erected at the Prince of Wales Industrial Estate which the Abercarn Urban District Council are developing. Employment will be provided for about 50 men initially and is expected to increase to a total of 80 men over the next two or three years. The company have paid tribute to the assistance they have received from the Board of Trade in selecting a location for their project and to the Abercarn Urban District Council who have made available a three acre site at their Prince of Wales Industrial Estate.

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 11.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.45	Sodium dihydridodi-(2-methoxyethoxy) aluminate	Sodium dihydro-bis(2-methoxyethoxy) aluminate, 70% solution in benzene	December 31, 1969	13254

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom.

Restrictive Trade Practices Act 1968: Registrar's representations under Section 9 (2)

THE BOARD OF TRADE have given directions to the Registrar of Restrictive Trading Agreements under Section 9(2) of the Restrictive Trade Practices Act, 1968, discharging him from his obligation to take proceeding in the Restrictive Practices Court in relation to the 28 agreements listed below.

Section 9(2) of the Restrictive Trade Practices Act, 1968, provides that the Board of Trade may, upon representations from the Registrar, give such a direction in respect of agreements where the relevant restrictions are 'not of such significance' as to call for investigation by the Court.

Number on the Register	Parties
527	The Shirt, Collar and Tie Manufacturers' Federation.
853	The British Film Producers' Association.
2915	The Floor Covering Contractors' Association.
1931	The Federation of Building Trade Employers of Northern Ireland Ltd.
3080	Burnyeat Ltd., Cearns & Brown Ltd., A. B. Dalzell & Co. Ltd., and the United Mersey Supply Co. Ltd. (ships' stores merchants).
1032	The Association of Tar Distillers.
2153	The Oil Companies Materials Association.
1828	The Internal Combustion Group of the Locomotive and Allied Manufacturers' Association.
1827	The Steam Group of the Locomotive and Allied Manufacturers' Association.
805	The Locomotive and Allied Manufacturers' Association and the National Coal Board.
1455	The Locomotive and Allied Manufacturers' Association.
2954	The Locomotive and Allied Manufacturers' Association and the British Railways Board.
2953	The Locomotive and Allied Manufacturers' Association and the British Transport Commission.
2895	The Diesel Power Equipment Group of the Locomotive and Allied Manufacturers' Association.
2894	The Underground Mines Group of the Locomotive and Allied Manufacturers' Association.
2905	The National Coal Board, the Coal Merchants' Federation of Great Britain, the National Council of Coal Traders, the Seaborne Coal Traders' Association and the Co-operative Union Ltd.
2906	The National Coal Board, the Coal Merchants' Federation of Great Britain, the National Council of Coal Traders, the Seaborne Coal Traders' Association, the Co-operative Union Ltd. and the Diploma Coal Merchants.
2907	The National Coal Board, the Coal Merchants' Federation of Great Britain, the National Council of Coal Traders, the Seaborne Coal Traders' Association, the Co-operative Union Ltd. and the Approved Coal Merchants.
881	The National Society of Provincial Wholesale Sunday Newspaper Distributors.
988	The British Stationery and Office Equipment Association.
1315	The Furnishing Fabric Manufacturers' Association Ltd.
2828	The Retread Manufacturers' Association.
407	The Bureau International pour la Standardisation de la Rayonne et des Fibres Synthetiques.
3143	The British Wool Federation and the Worsted Spinners Federation Ltd.
1459	The Refined Sugar Association.
2000	The Sugar Association of Lancashire.
1524	The Sugar Association of London.
842	The United Kingdom Sugar Merchants' Association.

Notes:

This is the first use by the Board of Trade of Section 9 of the 1968 Act to free agreements on the public Register from examination by the Restrictive Practices Court. The new procedure is rather less cumbersome than that under Section 12 of the 1956 Act and a rather wider area of agreements is expected to be covered by it. The previous provision applied only to agreements of 'no substantial economic significance'; the new provision allows agreements to be freed from investigation by the Court if the restrictions in them are not thought of significance enough to require this.

The practical importance of this use of the new power is that it shows that any future registration of an agreement with ORRTA does not lead inevitably to examination of the agreement by the Court; industry can therefore be less hesitant in future about making and registering agreement in such circumstances.

Firms or associations proposing to enter into a registrable agreement or make a registrable recommendation may approach the Registrar informally for a prior indication of the likelihood of it being eventually the subject of a direction under Section 9(2). How clear an indication can be given in any particular case must depend on all the circumstances, including the degree of restriction of competition which is contemplated and the extent to which a full explanation can be made of what is envisaged. But short of a binding promise, which cannot be given, the Registrar will be as helpful as he can.

MRS. DUNWOODY AT ROYAL WORCESTER SHOWROOMS

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, admires the model of an Appaloosa stallion by Miss Doris Lindner (centre); Mr. A. F. Street (chairman Royal Worcester Ltd.) is on the right. The occasion was a recent visit to Worcester House, the London showrooms of The Worcester Royal Porcelain Co. Ltd., to open the exhibition of new designs for 1969. It was also the 21st anniversary of the opening of this elegant 18th century house as the company's London showrooms, by Mr. Harold Wilson, then President of the Board of Trade.

ENGINEERING SEMINAR IN FINLAND

Searle Manufacturing Co. Ltd. of Fareham, assisted by their Finnish agents Woods Puhallin Oy, held a one-day seminar in the Tekniska Foreninge 1 Finland in Helsinki recently. The seminar attracted 72 of the country's consultants and engineers who use heat exchange equipment in their work. This picture shows two Finnish consultants looking at Searle's exclusive inner fin feature. The success of the venture has set the trend for the export department of the company who already claim to be the leading manufacturers of condensers and heat exchange equipment in Europe and who export more than 20 per cent of their total business.

International conference on monopolies, mergers and restrictive practices

MR. ANTHONY CROSLAND, President of the Board of Trade, will speak at an international conference on policies towards monopolies, mergers and restrictive practices to be held at King's College, Cambridge, from September 23 to 26. This follows two earlier international conferences on this subject, in the United States in 1958 and in Germany in 1960.

The central theme of the conference on this occasion will be the relation between policies on those matters and rationalization and economic growth. Papers will be presented to the conference by leading international experts. All member countries of the OECD will be invited to be represented at the conference and individual invitations will be sent to economists, lawyers, industrialists and officials from Britain and other countries.

The conference is being sponsored jointly by Her Majesty's Government and the Organization for Economic Co-operation and Development and is being organized by the Board of Trade. A report of the proceedings will be published.

Notes:

In making preparations for the conference, the Board of Trade is being advised by a steering committee with representatives of industry, the legal profession, the universities and official organizations concerned with the field.

The Secretary-General of the OECD, Mr. Kristensen, has been invited to take part in the conference. Mr. Crosland, Mr. John Davies (director-general of the CBI) and Herr Fritz Hellwig (vice-president of the European Commission) will speak at the opening session. The closing session will be chaired by Mr. Edmund Dell, Minister of State, Board of Trade.

The conference will be divided into five groups to consider different aspects of the main theme, namely:

(i) Objectives of economic policy – the contribution of policies on monopolies, mergers and restrictive practices;
(ii) Firm behaviour and policies on monopolies, mergers and restrictive practices;
(iii) Market structure in relation to firm growth and innovation;
(iv) The international firm and international aspects of policies on monopolies, mergers and restrictive practices;
(v) Competition policy in relation to efficiency in services, including distribution.

Amongst those expected to present the main papers at the conference are: Mr. Donald Turner, until recently head of the Anti-trust Division of the United States Department of Justice; Professor Wilson, Glasgow University; Sir Hugh Weeks, chairman of the EDC for the Distributive Trades; Professor Markham, Harvard Graduate School of Business Administration; and Mr. H. W. Wertheimer, NV Philips, Holland.

The chairmen of the five groups are expected to be: Herr Ernst Albrecht, director-general – competition, European Economic Commission; Mr. David Henry, Canadian Department of Consumer and Corporate Affairs; Dr. E. Gunther, president of the Bunderkartellamt; M. B. Clement, Ministere de l'Economie et des Finances; and Mr. Sidney Golt, Second Secretary, Board of Trade.

Consideration of mergers by the BoT

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following proposed acquisition to the Monopolies Commission under the provisions of that Act:

Clyde Crane and Booth Ltd. and the crane interests of Wellman Engineering Corporation Ltd.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page 888 of this issue.)*

European film trade unions

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, spoke on March 24 at the Conference of Anglo-French-Italian Film Trade Unions which was organized by the Confederation of Entertainment Unions in London.

The Parliamentary Secretary said:

'I welcome the close co-operation between the trade unions of England, France and Italy. I am firmly convinced that if there is to be a European film industry, breaking, as it does, many boundaries of nationality, it is essential that there should be closer co-operation between the unions concerned. I welcome this frank and free discussion of the problems and hope you will continue to find in the Board of Trade a Department with a clear appreciation of the need for a developing and efficient union between our three countries.'

Revision of redundancy rebates

THE DEPARTMENT of Employment and Productivity have issued a reminder that the Redundancy Rebates Act, which came into operation on March 17, reduces the rebate that employers receive from the Redundancy Fund to 50 per cent. It replaces the existing rates of rebate of two-thirds for payments for service to workers under 41 and seven-ninths on payment for service to workers at 41 and over.

The new rate of rebate applies to payments for which employers became liable on or after March 17. In most cases this means that the new rate applies when the employee's contract of employment ended on or after that date.

Two training boards reconstituted

MRS. BARBARA CASTLE, First Secretary and Secretary of State for Employment and Productivity, has reconstituted the Carpet Industry Training Board and the Knitting, Lace and Net Industry Training Board both for a further three years from March 18. This is the second term of office for each Board. Mrs. Castle has reappointed Mr. J. B. Ransome as chairman and named 15 other members of the Carpet Industry Training Board. She has reappointed Mr. D. Babington Smith as chairman and names 17 other members of the Knitting, Lace and Net Industry Training Board.

Second Mintech metrication poster for engineering industry available

THE SECOND of a series of posters designed to encourage the engineering industry to plan now for the change-over to the metric system is available from Mintech. Designed for display in engineering plants and workshops, it indicates the timing of the metrication programme for the industry.

Distribution of the poster is being organized by Mintech through some 250 trade associations. Copies may be obtained, free of charge, from: Standards Division, Ministry of Technology, Room 428, Abell House, John Islip Street, London, S.W.1 (Tel. 01-834 4422, Ext. 532).

'New Technology' for March

'THE CHANGING FACE of Telecommunications' by R. E. Jones, head of Mintech's Telecommunications Branch, is the main feature in the March issue of *New Technology*, published March 19. Summarizing growth trends in the United Kingdom telecommunications industry, Mr. Jones lists statistical comparisons with other major countries. Another feature describes applications of the mixed-flow design concept for fans, and other reports include work on industrial hydronamics at the National Physical Laboratory and drilling rig tests at the Hydraulics Research Station.

Shorter items give up-to-the-minute news on metrication, tribology and statistical indicators.

Aviation and Shipping

Licensing appeal decisions on London—Glasgow, Edinburgh and Belfast routes

THE BOARD OF TRADE have given their decisions on appeals by British United Airways and Channel Airways against the rejections by the Air Transport Licensing Board of their applications relating to scheduled services between London and Glasgow, Edinburgh and Belfast. The Commissioner who heard both appeals was Sir Algernon Rumbold, KCMG, CIE.

British United Airways are already licensed to operate 17 flights a week between Gatwick and Glasgow, 10 flights between Gatwick and Edinburgh and 12 flights between Gatwick and Belfast. They sought the removal of these frequency limitations or, alternatively, annual increases in the frequencies allowed from 1969 to 1972. The Board of Trade have accepted the Commissioner's recommendation that the limitation should be relaxed so as to allow each week a maximum of 25 flights to Glasgow and 17 flights each to Edinburgh and Belfast as from April 1, 1970.

The Board of Trade have, however, added a rider to this decision. British United Airways presented their case in terms of the use of BAC 1-11 aircraft and the increased frequencies allowed are related to the use of this type of aircraft. British United Airways are, however, authorized under their licences to use other aircraft types with different seating capacities. Accordingly it has now been provided that, to the extent that aircraft other than BAC 1-11 are used, the total number of seats provided each week shall not exceed, in round terms, the number which would be provided if only the BAC 1-11 was used – 2,800 on the Glasgow route and 1,900 on the routes to Edinburgh and Belfast.

Channel Airways are not at present licensed to serve any of these three destinations direct from London. The Board of Trade accepted the Commissioner's recommendation that the likely future growth of traffic would not justify the authorization of a third carrier to serve these routes at this time.

Copies of the Commissioner's Reports to the Board of Trade and the Board's Orders are available on request from the Board of Trade, Branch CA1 (2a), Room 282, Shell Mex House, Strand, London, W.C.2.

Notes:

Glasgow, Edinburgh and Belfast are also served by BEA from Heathrow, without any limitation on frequencies.

Following the collapse of British Eagle in November 1968, the Board of Trade issued a temporary exemption to British United Airways enabling them to operate six additional flights a week to Glasgow (half the number which British Eagle had operated from Heathrow). British United Airways have applied to the Air Transport Licensing Board for their Glasgow licence to be increased by 12 flights a week in replacement of the British Eagle service. The Licensing Board's decision has not yet been announced. And additional flights which the Licensing Board might authorize as a result of this application would be additional to the 17 a week authorized until March 31, 1970 as a result of the present appeal decision. The Commissioner has suggested, however, that they should not be additional to the 25 a week authorized from April 1, 1970.

Airports dispute settled

MR. WILLIAM RODGERS, Minister of State, Board of Trade, and Mr. John Cousins, National Secretary, Transport and General Workers' Union, signed an Agreement on March 24 in respect of the Board's employees at Edinburgh and Aberdeen Airports.

The Agreement includes recognition that the wage rates at the airports will continue to be tied to those of the Scottish Local Authorities, and provides for the already agreed increase of 3½ per cent, or some 13s. 4d. per week, in these rates from December 1, 1968.

In addition the Agreement provides for a productivity bonus of 5 per cent for the year 1969, and, provided that the anticipated savings are fully substantiated, an additional 5 per cent for each of the next two years. The increases together will result in an average extra payment of 33s. per week.

The productivity Agreement will result in complete flexibility of working and will so increase the efficiency in use of manpower that, on the basis of equal shares to the Board of Trade employees, it will enable the Board to pay the bonuses.

Mr. Rodgers replies to Scottish Council on future of Turnhouse Airport

MR. WILLIAM RODGERS, Minister of State, Board of Trade, has sent the following reply in answer to a letter from Mr. W. T. Stevenson, chairman of the Aviation Committee, The Scottish Council – Development and Industry, concerning the future of Turnhouse Airport, Edinburgh:

'I am sorry not to have replied sooner to your letter of February 21 to the President of the Board of Trade in which you drew attention to the Scottish Council's concern about the future of Turnhouse Airport.

'As I made clear in the Adjournment Debate held in the House of Commons on January 30, we fully recognise the part that Turnhouse can play in the development of Edinburgh and indeed a large part of the east of Scotland. Air communications can be important for industry of all kinds and we are bearing in mind the expansion of tourism. Turnhouse has a long and distinguished history and has a great potential.

'We are aware also, that responsible public opinion hopes that facilities at Turnhouse will be developed with the minimum delay. This has been made clear to us, for example, by the Edinburgh Corporation, and I am hoping to meet the Lord Provost for a further discussion quite soon.

'But to write as you do, of continued vacillation by the Board of Trade is frankly nonsense. The need is to approach the problem and the very considerable costs involved in a responsible way. We have in common a wish to see the airport improved. If we take this for granted, it is then only a question of means, costs and timetable.

'As you know, for a considerable number of years Turnhouse was on offer to the Edinburgh Corporation. At the end of the day they took the view – to which they were perfectly entitled – that the ratepayers of Edinburgh could not be expected to carry the burden which they foresaw.

'If this was Edinburgh's proper view, it is not unreasonable that the Government should take the same considerations into account. It would be quite wrong, at a time when public expenditure is under the closest scrutiny, to embark upon massive expenditure without clear knowledge of the likely benefits and the most appropriate time scale. The factors involved are rather more complex than you appear to imagine.

'I cannot believe that taxpayers generally would disapprove the way we are acting on their behalf or that it is less appropriate than the methods involved in the decisions of private industry. No responsible businessman would consider the investment of millions of pounds without a careful appreciation of the outcome.

'You suggest in your letter that our attitude to the future of Turnhouse is typified by the action we have taken over the industrial dispute. Here again it seems to me that you take a restricted and naive view. We have been fully aware at all times of the desirability of reaching a settlement at Turnhouse but a settlement at any price would have been to no one's advantage. In fact we have concentrated on achieving a productivity deal of the very kind that industry at large is also anxious to achieve. In all our decisions, the ultimate prosperity of Turnhouse has been in our minds.

'It remains our hope that within the next few months the British Airports Authority will be in a position to develop and operate Turnhouse in a manner consistent with traffic growth and will be as free as possible from operational restraints.

'Finally, in your letter you refer to your Council's view that consideration should be given to the transfer to the Secretary of State for Scotland of responsiblity for civil aviation matters in Scotland. I assume that in due course this will be the subject of a separate submission.

'We are certainly giving Turnhouse our earnest and continuing attention. There has been no lack of urgency, given the many factors involved.

'I understand that the contents of your letter were passed to the Press. In the circumstances, I think it is desirable that I should also make my views known.'

(Continued at foot of page 900)

Parliamentary Answers on aviation and shipping

TUESDAY, MARCH 18

Longhope lifeboat disaster

Mr. William Rodgers, Minister of State, Board of Trade, made the following statement on the missing Longhope lifeboat: 'At about 2 o'clock this afternoon the Longhope lifeboat was found floating upside down about 4 miles south west of Torness. Three lifeboats, a Shackleton aircraft, a helicopter and two Coastguard rescue companies had been searching for it since daylight, the search having begun late last night. The lifeboat had a crew of seven and the search for survivors is continuing. We must all hope very much that they will be found. The lifeboat went to the assistance of the Liberian cargo ship 'Irene' which ran aground off South Ronaldsay last night in a force 9 easterly gale. Its crew were rescued by coastguards.

'I would like to express my admiration for all concerned in the rescue of the crew of the 'Irene' and express my deepest sympathy which I know the House will share for the relatives of the gallant lifeboat crew in their anxiety and sadness.'

Note: The bodies of seven of the eight members of the lifeboat crew were later found in the capsized boat. The eighth has not yet been recovered.

Mr. Anthony Crosland, President of the Board of Trade, sent by hand a personal letter to Admiral Sir Wilfred Woods, chairman of the Royal National Lifeboat Institution, on March 19. This read as follows:

'Would you please convey my most sincere sympathy to the families of those who so tragically lost their lives in the Longhope lifeboat in an attempt to save the lives of others, a commitment which they have pursued for so long with remarkable dedication.'

Fish trawling

Asked what scientific advances had been made during the last five years towards improving the methods of fish trawling and towards improving the safety of vessels fishing in Northern and Arctic Seas, Mr. Rodgers replied that it was not possible to give a comprehensive list of improvements. The Industrial Development Unit of the White Fish Authority took the lead in developing the results of research to the stage at which the industry could take advantage of new techniques and equipment. Recent notable advances had been made in the fields of mechanization and automation of the handling of trawls, electronic aids to decision-making in the course of trawling and systems for boxing fish at sea. A major contribution to the safety of fishing vessels themselves had been the determination of appropriate criteria of their stability through work in the international field in which the United Kingdom had played a full part. Improved patterns of life-saving appliances had been developed which benefited fishermen along with other seafarers.

Foreign registered aircraft

In reply to a question on what steps he was taking to apply to foreign registered aircraft operating in the United Kingdom, regulations similar to those which limited the operation of United Kingdom registered aircraft in low visibility, Mr. Rodgers said that the International Air Transport Association and the airlines which used United Kingdom airports were being informed of the proposal to extend to foreign registered aircraft the general limit of minimum visibility set for the operation of United Kingdom registered aircraft which were not specially equipped for landing in lower visibilities. They were also being told of the proposal to extend to foreign registered aircraft the ban on making an approach to land when the runway visual range was below the operator's minimum. In accordance with normal practice they were being given the opportunity to make representations on the matter if they so wished before the necessary amendments to the regulations were made.

WEDNESDAY, MARCH 19

City centre to city centre air services

The President was asked in view of the high cost of construction, and high cost of operation and maintenance of major airports, unless used to capacity, if, in conjunction with the inquiry on the Third London Airport, he would institute a survey on the role of feeder line, and city centre to city centre short take-off and landing and vertical take-off and landing, air services in order to give to local authorities wishing to develop air transport facilities. He was further asked what steps he was taking to encourage the establishment of commercial vertical take-off and landing or short take-off and landing air services from city centre to city centre in this country. In reply Mr. William Rodgers, Minister of State, Board of Trade, said that the Board was associated in a great deal of work on the problems of developing acceptable VTOL and STOL aircraft. But as it was likely to be a decade before services with such aircraft could make a significant contribution it was too soon to contemplate a survey from which helpful advice could emerge.

Gatwick air disaster report

Mr. Rodgers in a statement as to when he expected to publish the report of the inquiry into the Gatwick Airport disaster of January 5, said that the Chief Inspector of Accidents would let them have his report as soon as possible and it would be published without delay. 'We shall, of course, be ready to act meanwhile on any information that comes to light with safety implications.'

Airports for Concorde landing

Asked whether he would indicate which British civil airports were intended to handle the Concorde; and which airports were unsuitable for supersonic transport owing to noise level at take-off, Mr. Rodgers said it was not yet known which British airports other than Heathrow the operators of the Concorde would wish to serve. It had always been a design aim of Concorde that it should be no noisier than current large jets.

Airports handling jumbo jets

A questioner asked which British civil airports were intended to handle jumbo jets during the next decade; and what facilities would be provided at each of those airports to facilitate the movement of their passengers. In reply Mr. Rodgers said that operators of these aircraft were unlikely to use airports other than Heathrow, Prestwick and probably Manchester for some time to come. In consultation with the airlines concerned, the Authorities owning these aerodromes were making the necessary consequent arrangements.

Domestic air services development

Mr. Rodgers said that the initiative for developing domestic air services rested primarily with the operators but the policy would be reviewed in the light of the Edwards Committee report.

National airports plan

In reply to a question as to what progress he had made towards the establishment of a national airports plan, Mr. Rodgers said they were considering how best to formulate future policy for airport development but they must take account of the report of the Edwards Committee before final decisions.

North Atlantic air service through Prestwick

Asked whether he was satisfied that British Overseas Airways Corporation had adequately filled the gap in North Atlantic services created by his action in limiting Scandinavian Airline System flights through Prestwick; what consultations he had had with the Governments of Sweden, Norway and Denmark on the matter; and if he would make a statement, Mr. Rodgers said it was by their own commercial choice that Scandinavian Airlines System operated fewer North Atlantic services through Prestwick than they were permitted to. BOAC had increased their North American services at Prestwick in recent years and United States and Canadian airline services had also increased.

Since an understanding was reached in December 1965, he had neither received nor made any request for consultations on this topic with the Governments concerned.

Airports noise level

The President was asked in view of the fact that it was the policy of the British Airports Authority that there would be no significant improvement in the noise level at major airports in the next 15 years, if he would dismiss the chairman of the Authority. In reply Mr. Anthony Crosland, President of the Board of Trade said: 'I know of no such policy on the part of the British Airports Authority, in whose chairman I may say that I have complete confidence. Indeed there could be no such policy since, under Section 14 of the Airports Authority Act 1965, the control of noise at the Authority's airports rests with the Board of Trade.

Air fares of British airlines

Asked what was his policy with regard to the air fares of British airlines, having regard to the general policy of the International Air Transport Association on this matter, and what action he had taken, or proposed to take, in regard to the substantial increase in air fares recently recommended by the International Air Transport Association, Mr. Rodgers said it would be some time yet before he had received copies of all the recent IATA Resolutions and had been able to for a view of them.

BOAC Swiss loan

Asked for details of the terms on which the British Overseas Airways Corporation had negotiated a loan of 30 million Swiss francs; and if he would state the policy of HM Government in regard to overseas borrowing by the nationalized corporations for which he was responsible, Mr. Rodgers said the loan was a

bridging loan made by three Swiss banks pending a bond issue by BOAC on the Swiss market. The air corporations possessed powers to borrow abroad and were encouraged to do so. The British Airports Authority did not at present have these powers.

IATA conference

Mr. Rodgers in a statement on the policy of the official British delegation at the coming conference of International Air Transport Associations on the restriction keeping up the cost of package holidays to at least the cost of the scheduled air fares, said that Governments were not represented at these conferences. Before the conference began in September 1968 the Board of Trade reminded the United Kingdom member airlines of the need to take account of the interests of inclusive tour passengers amongst others.

Hold-up of ships in United States ports

In reply to a questioner who asked how many British ships had been held up in the last 12 months in United States ports for not complying with United States regulations; and what representations had been made by HM Government because of this, Mr. Rodgers said one, the Carmania. HM Government had expressed their concern to the State Department and further talks had been arranged.

Stabilizers on fishing vessels

Asked what were his plans to regulate and improve in accordance with the latest scientific developments the regulations imposing stabilizers on fishing vessels using the North Sea and Arctic fishing grounds, the President said there were no such regulations. But if, as he assumed, the questioner was referring to the general question of trawler stability, he could tell him that his Department was engaged in a very close investigation of the stability characteristics of typical trawlers of the existing distant water fleet in relation to the criteria recommended last year for new vessels by international agreement and with the full support of the United Kingdom in the Inter-Governmental Maritime Consultative Organization. The investigation of existing vessels was necessary in order to obtain an appreciation of the size of any problem which might exist and so that consideration of the practical measures which might need to be taken to deal with it might be on an informed basis. The computations for the first few vessels had been completed and the comprehensive data was being studied.

Increased freight traffic

The President was asked in view of the official forecast of the International Civil Aviation Organization that by 1980 passenger traffic on scheduled services of airlines of contracting states will be, on average five and a half times what it was in 1967 with freight traffic on average seven times as much as it was in 1967, what steps were now being taken to prepare for the smooth and speedy handling of this traffic at airports and on roads. In reply Mr. Rodgers said most airports in this country should be able, with their planned expansion, to handle the increases forecast. The requirements of airport traffic were taken into account in road planning.

In a statement concerning the short-list of possible sites submitted by the Commission of Inquiry on the Third London Airport, and about the timing of the local inquiries announced by the Roskill Commission; what was the policy of his department regarding sites not on the short list; and whether he would be given an assurance that the final choice would be one of the four short-listed sites, the President said: 'As has been said on March 3 a copy of the letter I received from the Hon. Mr. Justice Roskill setting out the sites on the Commission's short list has been placed in the library of the House. It would not be appropriate for me to comment on the sites themselves, on the reasons for their selection by the Commission, or on the timing of the Commission's local hearings: these are matters for the Commission. I have, nevertheless been assured that in the case of the Foulness hearing the Commission will treat flexibly the published closing dates for applications and submissions. As for the date of the hearing itself there is a proper need in the interests of all concerned to move speedily but it is of course open to anyone to make representations to the Commission for deferment of the hearing.

'I understand that there is some concern at the absence of maps of flight paths and stacking areas from the Commission's published material. This is of course, entirely a matter for the Commission but they have preferred to publish maps of noise contours because in themselves flight path maps do not give a good indication of the disturbance caused by aircraft using them in the vicinity of the airport. I am told that the Commission has it in mind to publish flight path maps for the Stage V inquiry.

'The Commission's recommendation on the choice of site will obviously carry great weight, but the final decision must remain a matter for the Government at the time.

In reply to a further question, the President said he would ensure that evidence was made available to the committee inquiring into the possibility of siting the third London airport at Foulness, concerning average winter sea temperatures in that area and the likely period of survival of passengers forced to take to the water from an aircraft ditched off the coast.

The President said he would not undertake to bear the costs of those appearing before the Commission of Inquiry on the third London airport. To do so, he said, would be contrary to normal Government practice.

Airport meteorological services

A questioner asked what consideration he had given to the conclusions reached, at the meeting on August 21, 1968 between his officials and representatives of other organizations, on meteorological services at airports; whether he was satisfied that the facilities at Bristol Airport for written forecasts and the provision of synoptic charts supplemented by individual briefing across the table or by telephone were adequate. In reply Mr. Rodgers said the meeting on August 21 was part of a review of the meteorological requirements of all civil aerodromes in the United Kingdom. The review was still proceeding and conclusions have not yet been reached. The level of meteorological services at Bristol Airport is a matter for the Bristol Corporation.

AVIATION AND SHIPPING, *continued*

Civil Aircraft Accident Report

THE BOARD OF TRADE Civil Aircraft Accident Report on the Accident to Slingsby 745 Swallow Glider BGA 888 at Withybush Aerodrome, Haverfordwest, Pembrokeshire, on August 25, 1967, has been published and may be obtained from HMSO, 49 High Holborn, London, W.C.1, price 2s. 9d.

Mr. Rodgers to visit Shoreham Coastguard Station

MR. WILLIAM RODGERS, Minister of State, Board of Trade, who has responsibility for shipping, is to visit the Coastguard District Headquarters at Shoreham, Sussex, on March 31, where he will see a demonstration of communication equipment.

If weather permits, an exercise involving an overturned dinghy is to be held in the vicinity of the look-out. A helicopter and a life-boat will be called out, and rocket life-saving equipment demonstrated.

Shipping casualties in 1967

SHIPPING CASUALTIES AND DEATHS; the return for 1967, was published on March 27. It is obtainable from HMSO, 49 High Holborn, London, W.C.1, and branches, price 3s. 6d., or by post from HMSO, PO Box 569, London, S.E.1.

Mercantile Marine Office at Birkenhead

THE BOARD OF TRADE'S Mercantile Marine Office at Brunswick House, Market Street, Birkenhead, will close down after business hours on March 31, 1969. Business will be transferred to the Mercantile Marine Office, Cornhill, Liverpool, 1 (Tel. 051-709 5814).

Progress on Manchester ship canal

THE Port of Manchester Authority announced on March 21 that good progress had been made so far with the work at Irlam Locks, and it might be possible to resume navigation through the 45 ft. lock in about a week's time.

It was added that there was no change in the original estimate of six/eight weeks for the completion of work at the large lock.

DEA 'Progress Report' for March

THE MARCH issue of DEA *Progress Report* has been published and contains articles on the role of the DEA; public expenditure; pensions; and trade since devalution.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, MARCH 18

Commodity agreements and import prices

Lord Brown, Minister of State, Board of Trade, was asked whether the Government had examined the contention of Mr. A. R. Conan, formerly Assistant Secretary of the Commonwealth Economic Committee, that the British taxpayer was subsidising certain overseas producers to the extent of £200 million a year by paying above the market price for their produce and, if so, whether they would indicate who were the principal beneficiaries.

Lord Brown said: 'Mr. Conan's contention has been examined. Any estimate depends on the assumptions on which it is made. We do not think it is realistic, for example, to compare the price of sugar paid by Britain under the Commonwealth Sugar Agreement with the free market price and to calculate the difference as a subsidy to the overseas suppliers. In the absence of this agreement and of corresponding arrangements for suger supplies entered into by other major importers, the free market price in recent years would undoubtedly have been considerably higher. Moreover it is very hard to judge whether international commodity agreements designed to stabilise prices have resulted in price levels which are higher, taking one year with another, than they would have been in the absence of such agreements. Consequently, we do not believe it is possible to arrive at a satisfactory estimate of the extent to which commodity arrangements may or may not involve an element of subsidisation of overseas producers.'

Art auction (rings)

Mr. Anthony Crosland, President of the Board of Trade, made the following statement.

'With permission, I will make a statement about the inquiries which my Department has been making into the existence of rings at art auctions. I have now had the opportunity, on my return from a two-week visit to Latin America, of examining in detail the results of these inquiries.

'They were undertaken by two experienced former police officers, who are members of the Investigations Branch of the Board of Trade. These officers interviewed over 40 persons concerned in different ways with sales of works of art, including most of the leading art dealers in London. They also made inquiries of many other art dealers, both in this country and in Italy. In the course of these general inquiries, information was given about the sale at Aldwick Court.

'After consultation with my right hon. and learned Friend the Attorney-General, I have decided that the report of these inquiries should not be published. The report gives details of the persons interviewed by my officers, of the statements made by those persons both orally and in writing, of the officers' assessments of the reliability of the witnesses and the value of their evidence, and of the officers' conclusions. Some of the material on which the report is based was given confidentially, and some of it may well be defamatory. I am advised by my right hon. and learned Friend that it would be wrong for me to be responsible for breaches of confidentiality or for the publication of defamatory statements.

'Further, and perhaps more important, it would be wrong in principle to publish details of an inquiry of this nature which necessarily included an investigation into the possibility of bringing criminal proceedings. Publication might well cause injustice to persons named in the report who will not be charged, and who consequently will not have the safeguards afforded to defendants in a criminal trial. Moreover, publication might have an adverse effect on future investigations into allegations of criminal practices of all kinds.

'But I wish to give the House the essential findings which emerge from the report. On the question of the existence and possible operation of rings generally, many art dealers have given a certain amount of information which, however, never descends from the general to the specific. That is to say, they have all heard of rings operating, but cannot, or will not, supply precise information as to their membership or operation. The inquiries, therefore, do not disclose any evidence which could form the basis of criminal proceedings. I should add that a study of the prices achieved at sales at the leading art auctions in London over the last two years strongly suggests that rings have not operated there and that dealers compete freely and properly for pictures.

'As to the Aldwick Court sales, I repeat what I told the House on November 6, namely, that no detailed or useful information was given either to the Board of Trade or to the police, or to the Director of Public Prosecutions, until after the time-limit for any prosecution had expired.

'It may be said that further or better information might have become available had inquiries been started earlier. But the outcome of the present inquiry does not encourage me to believe this. The only information of any substance or significance concerning the Aldwick Court sale which my officers have been able to obtain has been provided by people who were in a position to make the same information available well before the time limit for any prosecution had expired, but who made no move to do so. Indeed, we were given no clue even as to who these people were until that time had expired.

'As I have said, I do not intend to publish the report, but my statement this afternoon has given the House the essential conclusions which emerge from it. In my view, the most important thing now is to make rapid progress with the Auctions (Bidding Agreements) Bill, which the hon. Member for Folkestone and Hythe (Mr. Costain) has so helpfully introduced with the full support and co-operation of the Board of Trade.

WEDNESDAY, MARCH 19

Ford Motor Company dispute (settlement)

Mrs. Barbara Castle, First Secretary of State and Secretary for Employment and Productivity, made a statement on the settlement of the Ford dispute.

Textile industry productivity study

Asked to publish a White Paper when he had considered the Textile Council's Productivity and Efficiency Study and the recommendations of the Inter-Departmental Committee on Further Rationalization in the Textile Industry and further considered the Monopolies Commission Report on Cellulosic Fibres, the President said he would consider the suggestion when he had had the opportunity to examine the results of the three inquiries as a whole.

Bank account disclosures

A number of questions were asked as to whether, arising out of the President's examination of the full accounts of the banks, he proposed to withdraw the exemptions they enjoyed as to the disclosure of their full reserves; whether he had completed his examination of the full accounts of banking and discount companies; whether he would now require full disclosure of reserves and profit and loss accounts, and if he would use his powers to ensure that banks should now publish their accounts. In reply the President said: 'My examination of the full accounts of the banks has not yet reached the point at which I can decide whether or not to continue the present exemption.'

In reply to a further question as to what further consideration he had now given to the termination of the accounting exemptions presently enjoyed by shipping companies, Mr. Dell said the Companies Act, 1967, had much reduced the number which qualified for exemptions. The Government did not propose to terminate the existing exemption.

Amendment of Import Duties Order

Asked whether he would now introduce legislaton to amend the Import Duties (Temporary Exemptions) (No. 6) Order 1968 in order to meet the criticisms made by the Select Committee on Statutory Instruments, Mr. Edmund Dell, Minister of State, Board of Trade, said that an order to this effect was made on March 11 (SI, 1969, No. 315).

South African holiday advertisements

The President was asked if he would now state the result of the further inquiries which his department had made into the position of the South African holiday advertisements and the Trade Descriptions Act. In reply, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade said that inquiries had confirmed that the body which sponsored the advertisement did not make that statement in the course of a trade or business, and therefore could not have offended against the Trade Descriptions Act. If there was reason to think that any other person had committed an offence this could be brought to the attention of the appropriate local weights and measures authority for due consideration.

Import of oil from Rumania

Asked why he refused to allow the import of oil from Rumania, Mr. Dell said that the question of taking Rumanian oil could not be separated from an acceptable settlement of outstanding British claims against the Rumanian Government, including claims by British oil companies.

Study on effects of advertising

Replying to a question asking for details of the independent research commissioned by his department into aspects of the economic effects of advertising and a list of the firms involved, Mrs. Dunwoody said it was hoped to commission the first study, which would be into the effects of advertising on the structure of industries, within the next few months.

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Import substitution results

Asked what import substitution results had been achieved since the Prime Minister's statement in January 1968, especially in agriculture; and what further measures he proposed for obtaining imports substitution including anti-dumping orders, Mr. Dell said: 'It is not possible to put a figure to the import saving which has taken place over the whole range of imports since the Prime Minister's statement.' As regards agriculture, he referred the questioner to replies made to similar questions on February 26 and December 11, 1968.

Approved unit trusts

Asked how many unit trusts have been approved by his department; and whether he would publish particulars in the *Board of Trade Journal*, together with the aggregate sums, cumulatively, vested in Board of Trade-authorized unit trusts, Mr. Dell said there were 207 authorized unit trusts. The names of the trusts, the management companies and the trustees were published annually in Particulars of Dealers in Securities and of Unit Trusts. The total of the funds of the authorized unit trusts was published monthly in Financial Statistics.

Balance of industry and population

Asked what estimate he had made of the number of years for which the present distribution of industry policy would continue before the Government's estimate of a suitable balance of industry and population throughout the United Kingdom had been achieved, Mrs. Dunwoody said she expected that during the 1970s the disparities between the development areas and the rest of the country would be greatly reduced, but that there would be a need for distribution of industry policies in some form for many years to come.

Answers to a number of questions concerning the building of advance factories and the granting of industrial development certificates are to be found in *Hansard*.

Exports and agricultural policy

In reply to a question as to whether he would undertake a study of the extent to which the exports of British goods depend on the amount of imports of agricultural products from foreign countries; and if he would make a statement, Mrs. Dunwoody said that the likely effect on United Kingdom exports was taken into account in formulating the Government's agricultural policy. We should be considering, in the context of the recent recommendations of the Select Committee on Agriculture, the practicability of making a more precise study of the matter.

Paying investment grants

The President was asked what was his estimate of the annual cost of paying investment grants respectively three, six or nine months earlier than at present. In reply Mr. Dell said that the cost would not be an annual cost; it would be an additional cost during the period in which the payment on the additional quarters was made, and would depend on the amount of the qualifying investment in those quarters. For example, if the acceleration were made in 1969/70, and all the additional claims were made and paid in that year, he estimated that the additional cost of paying grants three, six and nine months earlier would be of the order of £115 million, £230 million and £345 million respectively.

Exports to Hungary

Mrs. Dunwoody replying to a question on what advice was issued to British industry about exporting to Hungary, in view of the economic reorganization introduced there last year, said that exports to Hungary had risen encouragingly in recent years. They should continue to do well, provided British suppliers remained competitive.

Anglo-South African trade

In a statement on Anglo-South African trade, the President said that our exports to South Africa were £261 million in 1968, slightly more than in 1967 although South Africa's total imports were slightly down. Our imports from South Africa were £271 million.

Inertia selling

The President was asked if he was satisfied that the existing law provided adequate protection for the public from the effects of inertia selling; and if he would take steps, by legislation or otherwise, to ensure that persons could not be required to pay for goods sent through the post which the recipients had not ordered and did not want. In reply Mrs. Dunwoody said that as the law already stood, people could not be required to pay for unsolicited goods which they did not choose to accept, and this should be clearly understood.

International system of hotel symbols

Asked if he would undertake to initiate discussions with the hotel industry in Great Britain and with overseas Governments for the purpose of drawing up a standardized international system of symbols for indicating the facilities available at hotels and other similar establishments, Mr. Rodgers said: 'The British Travel Association is considering extending the range of basic accommodation symbols which it has already drawn up and published in consultation with other tourist organizations in this country. As a member of the International Union of Official Tourist Organizations, the association is also co-operating in the work of the Union's European Committee which is considering the use and possible standardization of symbols to indicate hotel facilities. In these circumstances, I doubt whether any additional action by the Board of Trade is necessary at this stage.'

SET survey

Mrs. Dunwoody said that the Board of Trade had not undertaken a survey into the effects of the selective employment tax and increased fuel oil duties, respectively, upon the growth of non-industrial employment and general economic activity in each of the scheduled development areas.

Census of production in engineering industry

Asked how many replies he had received from companies receiving the Census of Production forms relating to the engineering industry; and how many sent out had not yet been completed. Mr. Dell said: 'About 3,500, out of 21,000 forms sent to engineering firms classified to orders VII to XI of the Standard Industrial Classification. I expect the bulk of the forms to be returned between now and December.'

Aid for small businesses

In answers to a number of questions concerning asistance for small businesses by way of aid for consultancy are reported in *Hansard*.

Mergers and Monopolies Commission

The President was asked what were the guiding criteria and reasons which had brought about a decision to refer Unilever/Allied Breweries and Rank/De La Rue to the Monopolies Commission, and not refer the Cadbury/Schweppes merger; and what steps he would now take to clarify and explain these criteria to industry. He was further asked to make a statement on his decision to refer the proposed mergers of Unilever/Allied Breweries and Rank/De La Rue to the Monopolies Commission. In reply Mr. Anthony Crosland, President of the Board of Trade, said: 'The 1965 Act lays upon me no obligation to give or explain such criteria, or to make statements on particular merger references. Nevertheless I am considering whether I can give some general guidance on the way our decisions are reached, though it would not, I think, be desirable to give the reasons why a particular merger has or has not been referred to the Commission'.

Asked to make a further statement on his policy towards mergers and take-overs, the President said that his policy continued to be based on the principles of the 1965 Act. 'But as I said in a recent speech at Manchester, of which copies have been placed in the library, I am considering whether I can give more information about the way in which we use the discretion which the law confers upon us.'

Australian import restrictions on United Kingdom knitwear

A number of questions on what representations had been made to the Government of Australia about their import restrictions on United Kingdom knitwear, and to what extent exports of high quality knitwear to Australia had been adversely affected by the quantity restictions introduced by that Government in December 1967. In reply Mr. Dell said 'There was some recovery in the sterling value of our exports of high quality knitwear to Australia between 1967 and 1968. No Government to Government representations have been made since the quota restrictions were introduced in December 1967, but it remains our hope that if the Australian Tariff Board decide that continued protection is necessary, this can be so devised as to bear more lightly on high quality supplies.'

Companies Bill

A questioner asked if it remained the Government's intention to introduce another Companies Bill before the end of this Parliament. In reply the President said it was now unlikely that there would be time in the 1969/70 Session for another full Companies Bill which would implement the remaining recommendations of the Jenkins Committee.

Unsolicited books and magazines

In reply to a question as to how many complaints he received in 1965, 1967 and 1968 of the unsolicited postal delivery of books; and if he would take steps to prevent firms from sending out for sale unsolicited books and magazines, Mrs. Dunwoody said: 'In these three years seven, six and nine respectively. I do not think this provides sufficient evidence of abuse to justify legislation on the subject, particularly as the recipient of such unsolicited goods is under no obligation either to pay for or to return them.'

Water content of solid fuels

Mrs. Dunwoody replying to a questioner who asked what action was intended being taken to prevent the water content in solid fuels adding unreasonably to the cost of such fuels; if the President would take proceedings against dealers who either by design or neglect allowed a high water content to be present in their deliveries, said the practicability of controlling the moisture content of smokeless fuels was being examined by the Minister of Power; if it appeared that the use of Board of Trade powers might assist, we should consider it. Proceedings under the existing law were a matter for local weights and measures authorities.

Grain imports from France

Details of the imports of wheat and barley in January; how much came from France; and how the figures compared with similar figures last year, are:

	January	
	1968 Tons	1969 Tons
Imports of wheat (including spelt) and meslin:		
Total	404,518	394,962
Of which, France	26,971	50,184
Imports of barley:		
Total	2,662	890
Of which, France	1	4

Rejection of British products

Asked whether he was aware that equivalent British goods were being rejected because the purchasers were importing similar goods duty free; and whether he would now take steps to check such imports, Mr. Dell said he had no evidence that relief of import duty recommended by the Board of Trade caused purchasers to reject equivalent British goods. 'Generally, it would be contrary to our international obligations and our commercial interests to impose import duties on goods which are not liable to duty.'

United States investment in United Kingdom film industry

Asked whether he would take steps to ensure that any fall in the input of American capital in the British film industry would be more than made up by British investment, Mrs. Dunwoody said it was regretted that they could not commit the Government to a course of action in a hypothetical situation. The future of Government assistance to the film industry was under consideration and a statement would be made as soon as possible.

Imports of tin from Malaysia

Mr. Dell said that the United Kingdom imports of tin metal from Malaysia in 1968 amounted to 1,025 tons valued at £1,375,000; these were supplied at world prices.

Under-developed countries' aid

The President replying to a question as to what was the policy of HM Government towards the official proposal that certain preferential trade treatment should be given for under-developed countries to assist the development of their economies; said HM Government strongly favoured the proposal, and were playing a prominent part in the work on it which was continuing in the OECD.

Imports of mining timber

Mr. Dell said he understood there were no imports of sawn hardwood mining timber from Europe in 1966, 1967 and 1968. Figures for sawn hardwood mining timber were not separately distinguished in the trade statistics.

Liberalization and world trade

Asked what steps, other than the application to join the European Economic Community, were being taken by HM Government in pursuance of their policy of liberalizing world trade which had been the basis of their commercial policy as declared in their planning document, entitled The Task Ahead: Economic Assessment to 1972, the President replied: HM Government are playing a full part in the work which is going on in the GATT in preparing the ground for possible further measures of trade liberalization at the appropriate time. Meanwhile, the tariff reductions agreed on in the Kennedy Round will be introduced by stages until January 1972.

Scottish invisible earnings

Mr. Dell said it was not possible to compile figures for a press release or for publication in the *Board of Trade Journal*, giving the dealings of Scottish invisible earnings, gross and net, of the private sector, including interests, profits and dividends.

Scottish development

Mrs. Dunwoody said it was not proposed to publish a White Paper on the present state of Scotland's trade, industry and employment and the plans for increasing these aspects of Scotland's prosperity and exports. She added: 'I do not think it can usefully add to the information already available about the situation in Scotland and the progress being made. Scotland will continue to prosper as the Government's economic measures both national and regional succeed.'

In reply to a further question, Mrs. Dunwoody said that an international exhibition of Scotland's trade and industry in North-East Scotland could not be arranged. The organization of trade and industrial exhibitions within Scotland was a matter for firms of trade fairs organizers and the trade associations concerned. The Board of Trade provided considerable direct and indirect assistance to many Scottish companies taking part in British industrial exhibitions and international trade fairs overseas.

THURSDAY, MARCH 20

British Industrial Exhibition, Sao Paulo

Asked to make a statement on the outcome of the Sao Paulo Trade Fair, Mrs. Dunwoody said 'The British Industrial Exhibition in Sao Paulo took place from March 5 to 16, 1969. Four-hundred British firms took part. It is too early properly to evaluate the business done, but the present indications are that this exhibition has been commercially successful.'

Films Act, 1960

A Member who asked if the President was satisfied that British film exhibitors would be able to comply with the provisions of section 1 of the Films Act 1960 following the termination of the short film series known as Look at Life; and if he would introduce regulations under the Cinematograph Films Act 1957 to provide for payments by the British Film Fund Agency in order to enable short British documentary films to continue to be made and exhibited, was told by Mrs. Dunwoody that she did not at present foresee any difficulties for British film exhibitors in complying with the requirements of the Films Act 1960 regarding the prescribed percentage of British quota films, including short films. 'This percentage is reviewed annually by the Board of Trade with the advice of the Cinematograph Films Council, and we shall continue to watch the position closely,' said Mrs. Dunwoody.

The Cinematograph Films (Distribution of Levy) Regulations, 1963 as amended, already provide that eligible British short films should receive payments from the British Film Fund at an enhanced rate.

United Kingdom trade figures for March

Answering a request to publish the trade figures for March on Monday, April 14, Mr. Dell said: 'No, the day of publication has already been announced as Tuesday, April 15.'

Visits to Communist countries

A Member asked how many businessmen had requested copies of the leaflet, Security Advice About Visits to Communist Countries; how many had been issued; how many had been printed; what had been the circulation to date; and how many of these had been to the press. Mrs. Dunwoody said: 'Information is not available about the total number of requests for this leaflet which can be obtained from a number of sources. Twenty-five thousand copies were printed and several thousand have been issued. About 40 copies have been given to the press in response to requests.'

Exports in February

A Member asked on what grounds the Board of Trade reached the conclusion set out in the monthly press release issued on March 13, 1969 that the February figure for exports was an erratically low one. Mr. Dell answered that falls in exports last month occurred in most markets and commodity groups, and this was likely to be explained by the temporary influences on the movement of goods and ships to which the flow of trade was subject rather than by changes in world demand or conditions of supply in industry.

TUESDAY, MARCH 18

Imports of cheddar cheese

Answering a request for a statement on his negotiations for voluntary restraint on deliveries of cheddar cheese to the United Kingdom, Mr. Cledwyn Hughes, Minister of Agriculture, Fisheries and Food, said: 'Agreement has been reached with Australia, New Zealand and the Irish Republic on the basis of arrangements for voluntary restraint of exports of cheddar and cheddar-type cheese to the United Kingdom market for the two-year period ending March 31, 1970. In giving its agreement, the Irish Republic has made it clear that it does not regard voluntary restriction arrangements for its agricultural exports as a normal feature of the Anglo-Irish Free Trade Area Agreement and has reserved all its rights in respect of future years.

'Imports from these three countries together with home production account for just under 90 per cent of the market supply, and the agreement reached is an important step forward. Discusions are now being urgently pursued with the remaining suppliers. A further announcement will be made as soon as possible.'

Government Publications

required by customers in Scotland may be obtained quickly from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh 2.

New Books

The Effects of EFTA on the Economies of Member States. European Free Trade Association. (174 pages. Available free from EFTA Information Centre, Board of Trade, 1 Victoria Street, London SW1.) The aim of this study, which has been carried out by the Economic Department of the EFTA Secretariat, is basically to estimate what would have happened to trade flows in the period 1959-65 if EFTA had not been created, and to compare these hypothetical results with the actual figures recorded. For various reasons the analysis is based on statistics for three years only: 1954, 1959 and 1965. It also provides a qualitative assessment of EFTA's effect on production, productivity and economic growth. The assessments are based on an investigation of the development of trade and production in 36 product groups. This involved collecting statistics from each member country, and supplementing the statistical analysis by discussions with industrialists and other experts. The report contains four main section – introduction; methodology; summary and conclusions; country chapters; with sections on general economic developments, trade developments, and the results of the study of the 36 product groups. The main findings relating to the United Kingdom are that in respect of foreign trade the creation of EFTA has had a considerable effect on its trade with other EFTA countries, but this effect is generally rather small in relation to total United Kingdom trade. There have, however, been substantial gains on exports. So far as trade in the main product groups is concerned, the most sizeable effect was in textiles, and it is calculated that in 1965 United Kingdom exports of textiles and clothing were about 80 million dollars higher than they would have been if EFTA had not been created. Three annexes complete this study – a discussion of sources and problems of the statistics used; a list of the industrial sectors analysed; a tabulation of the customs duties of member countries in 1960 and 1965. Two further annexes, setting out production, trade and consumption statistics and the detailed results of the calculations of the EFTA effects, are available, in stencilled form, from the EFTA Information Centre, Board of Trade. The study is the first stage of an overall study of the economic effects of the division of Western Europe. Another recent EFTA publication is **EFTA Foreign Investment** (34 pages. Free from the EFTA Information Centre, Board of Trade). This reports the results of a study carried out to discover whether the creation of EFTA has influenced the flow of direct investment between EFTA members. The main part of the report consists of country notes for each member country. 48 statistical tables are included, their range and content varying for each country. The United Kingdom is shown to be by far the most important EFTA country in terms of inward and outward foreign investment. As regards direct investment flows between EFTA countries only, the United Kingdom is, with Switzerland and Sweden, a capital exporting country; direct investments by EFTA partners within these three countries are diminishing.

Report of the BNEC Southern Africa Mission to Angola January 15-February 1, 1969 (63 pages. BNEC Southern Africa, 21 Tothall Street, London SW1. 21s.) The major conclusion contained in this mission's substantial report is that 'the province of Angola offers an attractive field for British business and investment from the viewpoint both of economic promise and political stability'. It goes on to point out a number of areas in which the opportunity lies for British enterprise stressing the potential of the province as a producer of minerals and foodstuffs; and also points out that success in entering this market will depend largely on our willingness and ability to stimulate two-way trade. The principal recommendations made cover the provision of technical assistance, the concentration of efforts on winning a number of contracts for capital projects described in Chapter XI, and securing an early increase of British exports, in particular of consumer durables and capital equipment such as trawlers, oil field and mining equipment, earth-moving and road building plant, and possibly agricultural machinery. The report also contains much valuable information on the economy, finance, banking, taxation, tourism, infrastructure, industries and consulting engineering and other services of Angola, together with some useful statistics.

Jeddah 68/69. (174 pages. University Press of Africa, Bank House, Government Road, PO Box 3981, Nairobi, Kenya. £2 8s.) British businessmen interested in doing business in Saudi Arabia will welcome this comprehensive handbook on Jeddah, the business and trading centre of the kingdom. It is arranged in two parts, the first of which forms a history and description of the city, and contains much useful information for anyone visiting or living there. There are chapters on such subjects as hotels and accommodation, restaurants, health, education and the work of the Municipality. The second part, starting with a 10-page chapter on business methods, contains summary information on a whole range of topics of economic or commercial interest: the industries of Jeddah; the work and organization of some government departments and the Chamber of Commerce and Industry; transport facilities; taxation; company law and the foreign investment code; mineral resources and the mining code.

Marketing Conference for the Rubber Industry: a report of a conference organized by the Rubber Economic Development Committee and held at the Royal Garden Hotel, Kensington, on May 23 and 24, 1968 (39 pages. Available free from National Economic Development Office, Millbank Tower, 21/41 Millbank, London SW1.) The first conference of the rubber industry was held in 1967 (see *Board of Trade Journal*, June 9, 1967, page 1471), and the view was expressed during the discussions that a further meeting on a specialized topic would be useful. Later developments such as the Kennedy Round tariff changes and devaluation provided the impetus for a conference that would focus attention on the consequences of these developments within the framework of marketing. The four papers given therefore reflect this aim and cover the overall industrial climate in Britain, the successful operations of one firm, BTR, a look in detail at marketing audit, and a specific case history of the rubber slipper-wear department in Pirelli Ltd. The afternoon of the second day of the conference was devoted to four syndicates on different aspects of marketing, including selected points arising from the marketing audit carried out by Marketing Economics Ltd., and these discussions are also contained in this report.

Tourism in Wales. The Wales Tourist Board. (71 pages. The Wales Tourist Board Ltd., 7 Park Place, Cardiff. 20s.) This study forms part of a programme carried out by the Board from 1965 to 1968. It sets out to describe the industry as it is today, and looks at the role tourism could play in the economic and social development of Wales in the future. It was worth over £80 million in 1967, and only two countries, Switzerland and Austria, earn more from tourism per head of the population, yet the revenue may well decline from 1970 onwards if the general attitude of disinterest in the industry persists. The main characteristic is an enormous volume of cheap holiday accommodation. Over half of all tourist beds are in caravans, which largely accounts for the average of spending by visitors in Wales as being one of the lowest in Europe. It is suggested that if Wales takes advantage of the proposed government incentive scheme for hotel development and if opportunities in the main overseas markets are grasped, tourism revenue could increase to £160 million in 1977. The final section of the study analyses the areas where Wales' products might be most effectively sold. Fishing, pony trekking, sailing and golf facilities are outlined, together with types of package holidays which could be developed. The British and overseas markets are explored in some detail. The study suggests that in view of the growing competitiveness in the tourist industry regional tourist bodies should be set up. The lack of regional literature is also stressed. The text is supported by statistical tables and there is a 2-page bibliography.

Engineering Product Design, by W. C. Cain. (278 pages. Business Books Limited. £3 15s.) The main thesis of this book is that the designer should in every situation bear in mind all aspects of the design problem. Necessarily considerable attention is given to practical and economic limitations – in designing for convenient production, avoidance of needless variety or complexity, designing for the utilization of readily available parts and manufacturing capacity etc. – but the author stresses that the artistic nature of the job should not be forgotten. It is this latter objective that Mr. Cain wishes to emphasize in order to help bridge the gap between the traditional technical education of engineers that does not embrace a proper appreciation of human requirements, and the traditional art oriented education of industrial designers that does not include a deep knowledge of certain aspects of engineering design.

A Practical Approach to Quality Control, by Rowland Caplen. (278 pages. Business Books Limited. £3 5s.) The author's stated objectives are: to provide an up-to-date and thoroughly practical introduction to quality control; and to satisfy the needs of those studying the appreciation syllabus on quality control of the City and Guilds of London Institute. The book does in fact contain much more information than is needed for this syllabus, and the emphasis is on the usefulness of the techniques of quality control to the manager on the shop floor.

The Changing Standard of Measurement: A Review of the Problems Facing Industrial Advertising. (16 pages. Available from Roles & Parker, Rapier House, Eagle Street, London WC1.) The decision by Britain to switch to metric standards will affect every aspect of business activity. This booklet looks at some of the particular problems to be faced in industrial publicity and communications (so vital to Britain's export sales), and indicates how they may be solved.

National Research Development Corporation – A Service to Industry. *Leaflet Number* 2. (11 pages. Available free from National Research Development Corporation, Kingsgate House, 66-74 Victoria Street, London SW1.) NRDC is the body that backed (and is still backing) the Hovercraft. It is also currently financing more than 250 development projects involving technological novelty. This leaflet briefly discusses some of the work of NRDC.

Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location	Auctioneers
April 2	**Vehicles and miscellaneous stores**	**Auctioneers' Premises**	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. 20233.)**

Vehicles including Standard Vanguard and Ensign saloons; Morris Mini Minor and Oxford saloons and commercial vans; utility vans; Bedford Utilecons and 7-ton trucks; Brockhouse and Sankey cargo trailers; Austin 1-ton trucks; Blaw Knox excavator and ancillaries; BSA 500 c.c. motor cycles, etc.; fitters, electricians', carpenters' and vehicle mechanics' tool kits; oxy-acetylene welding, cutting and gouging equipment; hydraulic and trolley jacks; scarp batteries; miscellaneous MT spares; heavy duty portable electric drills; No. 19 radio stations; wireless communications spares; prismatic binoculars; high pressure lamps; generating sets; bivouac tents; blankets; mattresses; sheets; ankle boots; greatcoats; raincoats; berets; khaki flannel shirts and shorts; groundsheets; web haversacks; sea kitbags; carpets; mixed rags; clothing lockers; dressing chests; chairs and other furniture.

April 16	**Aircraft equipment, miscellaneous stores**	**TA & VR Centre, Meadowforth Road, Stirling**	**Dixon & Wallace Ltd. (Dept. L), Bank Buildings, Graham Square, Glasgow, E.1. (Tel. 041-554 2447.)**

Aircraft instruments, components, spares and ground servicing equipment; industrial tractors; concrete mixer; Chase Side shovel; Broomewade compressor; air supply trolleys, petrol driven; electric trolleys; trolley-mounted Westalite rectifier sets Style 442; oxy-hydrogen underwater cutting equipment; Portway & Hay cable laying apparatuses; machine tools; hydraulic and water pumps; dumpers ¾ cu. yds.; field telephones; electronic valves; X-ray equipment; fork lift trucks; plotting equipment; aircraft tyres, various; Green's 'Griffin' road roller, 6-ton; MT spares; large quantity 1 in. brushes; cellular drawers; blue serge jumpers and jackets; anti-gas clothing; large quantity unworn ankle boots, various sizes; denim trousers; kitchenware; wooden tables, detachable metal legs; and large assortment miscellaneous stores.

April 22-24	**Miscellaneous equipment and stores**	**The Lido Ballroom, Winchester, Hants.**	**Richard Austin & Wyatt (Dept. L), 79 High Street, Fareham. (Tel. 4211.)**

Industrial trucks; Powers-Samas accounting machines; machine tools; portable concrete mixer; miscellaneous vehicles spares; scrap tyres; lead acid batteries; hydraulic and screw jacks; 10-ton trolley jacks; charging sets; fire appliance spares; miscellaneous wireless and communications spares and cable; sewing machines; binoculars; prismatic and marching compasses; wrist and pocket watches; theodolites; cameras and photographic equipment; cycle, hurricane and high pressure lamps; scrap metal; scrap webbing, hessian and canvas; jerricans; nylon cordage; 12,000 mess tins; hand tools and tool kits; wood extending ladders 18 ft.; furniture including single and double wardrobes; lockers and cupboards; dressing chests; sideboards; various chairs, etc.; kitchenware; china and glassware; clothing; large quantity army boots (unworn).

April 29-May 2	**Vehicles, plant and equipment**	**Ordnance Storage & Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)**

Limousines; saloon and estate cars; commercial and utility vans; trailers; tankers; trucks; breakdown and heavy duty vehicles; cranes; angledozers; scrapers; graders; dumpers; hydraulic tippers; coaches; Land Rovers; motor cycles; plant and equipment and spares, etc.

Catalogues of the above sales obtainable from the relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

ARMY BOOTS

Large quantities of army boots (unworn) are to be sold at Ministry of Defence auction sales to be held at STIRLING on April 16 and at WINCHESTER on April 22-24, 1969. They will be sold by sizes, most Lots not exceeding 200 pairs. Catalogues, price 1s. 0d. (postal order only) available from the following auctioneers:

STIRLING: Dixon & Wallace Ltd., Bank Buildings, Graham Square, Glasgow, E.1.
WINCHESTER: Richard Austin & Wyatt, 79 High Street, Fareham, Hants.

MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
April 1	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	..	129	119	134	143	124	+ 73	+ 22	+21	+14
1963	119	119	136	131	120	..	131	106	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133	133	171	165	132	101	173	130	175	203	186	+104	— 40	+10	+10
1968		139*				104		120*	189*				— 15*	+75*	+90
1967															
1st quarter	133	132	167	161	129	100	167	130	172	192	179	+ 32	— 15	— 3	+14
2nd quarter	133	133	169	162	129	100	176	137	183	200	185	+ 45	+ 8	— 3	+14
3rd quarter	134	133	173	166	132	102	174	128	173	207	190	— 25	— 11	— 4	—20
4th quarter	134	135	174	170	135	104	174	127	171	211	192	+ 59	— 22	+20	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	191	210	194	—119	—140	+ 9	+46
2nd quarter	135	138	181	170	130	102	174	125	176	216	189	+ 90	+ 58	+15	Nil
3rd quarter	138	140	184	175	134	103	176	132	194	210	184	+ 72	+ 29	+16	+ 5
4th quarter		142				104		135*	197*				+ 38*	+34*	+39
1968															
August		141				104									
September		139				102									
October		141				103									
November		143				106									
December		143				104									
1969															
January		141*				105									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies fo aduits	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices							Series shown in thousands					
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1963	1963	Jan. 31, 1956				1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—				3,834	3,250	£ million
1962	117	100	101·6	+4·2	..	..	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	100·0	100·0	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	103·9	101·9	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	106·8	104·6	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	110·2	107·3	168·5	325	254	24,834	158	155	+ 5
1967	143	114	119·4	+2·5	108·4	108·2	175·3	515	175	24,475	168	155	—399
1968	143	129*	125 0	+4·7	120·5	112·4	187·3	543	189		206	190	—419
1967													
1st quarter	149	104	118 6	+3·7	106·8	107·6	171·4	458	186	24,510	164	166	+ 19
2nd quarter	148	104	119·6	+2·6	105·1	107·5	172·8	508	168	24,495	166	160	—107
3rd quarter	146	105	119·0	+1·7	107·1	108·4	177·3	555	163	24,502	162	157	— 21
4th quarter	143	114	120·4	+2·1	114·5	109·2	179·7	538	182	24,395	179	138	—290
1968													
1st quarter	142	117	122·1	+3·0	122·9	111·4	184·8	511	184	24,362	203	181	—135
2nd quarter	138	125	125·0	+4·5	119·5	112·5	185·8	550	180	24,313	201	180	—134
3rd quarter	138	129	125·7	+5·6	119·3	112·8	187·6	580	182		209	196	— 73
4th quarter	143	129*	127·2	+5·6	120·4	113·1	190·8	533	210		212	200	— 77
1969													
1st quarter								499*	206*				
1968													
August	139	126	125·7	+5·7	119·1	112·7	187·6	585	179		209	199	
September	138	129	125·8	+5·9	119·7	112·8	188·2	575	186		207	201	
October	140	126*	126·4	+5·6	119·9	113·0	188·7	551	195		211	194	
November	141	126*	126·7	+5·2	120·4	113·1	190·5	529	211		217	207	
December	143	129*	128·4	+5·9	120·9	113·3	193·3	520	225		209	198	
1969													
January	146*	130*	129·1	+6·2	121·9*	113·6*	193·9	506	208		208	205	
February					122·5*	113·7*	194·4	487	208		212*	193*	
March			129·8	+6·2				504*	203*				

*Provisional. †Not seasonally adjusted.

Index of industrial production for January

THE PROVISIONAL INDEX of production for January 1969, prepared by the Central Statistical Office, was 141 (seasonally adjusted). For manufacturing industry alone the figure was 144.

For the three months November 1968 to January 1969 it is provisionally estimated that production as a whole was 1.2 per cent higher than in the preceding three months, August to October 1968; for manufacturing industries alone the increase was also 1.2 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·2	124	118	136	171	146	175	134	153	74	121	110
1968	139·4	81	141·6	126	121	136	182	158	186	140	157	71	132	121
Unadjusted:														
1967 3rd quarter	124	75	125	124	117	136	163	132	167	121	142	73	102	101
4th quarter	139	91	140	128	123	137	174	149	178	139	161	73	124	119
1968 1st quarter	141	84	142	122	119	127	181	143	187	141	159	72	131	125
2nd quarter	139	85	143	127	119	141	184	162	187	141	156	72	136	123
3rd quarter	131	73	134	124	118	134	178	160	181	130	148	71	119	110
4th quarter	146	83	148	132	126	143	186	168	188	148	167	70	141	125
1968 November	150	87	153	138	131	150	188	168	191	152	170	69	146	132
December	142	76	142	124	119	134	180	174	181	147	170	69	135	120
1969 January (prov.)	140	79	140	118	118	118	186		190	138	150	69	138	124
Seasonally adjusted:														
1967 3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	135	85	137	125	120	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	71	126	119
2nd quarter	138	82	140	124	118	134	181	158	185	138	157	72	127	120
3rd quarter	140	81	143	126	121	136	185	167	188	141	158	72	134	122
4th quarter	142	80	145	129	123	140	187	166	190	144	160	69	141	124
1968 August	141	83	144	127	121	138	188	173	191	142	160	72	134	126
September	139	79	142	126	120	136	183	161	187	142	158	72	140	116
October	141	80	144	129	122	141	187	163	191	141	158	70	138	117
November	143	81	146	129	123	141	186	166	189	146	162	69	144	125
December	143	81	146	128	123	137	188	170	190	144	159	68	142	130
1969 January (prov.)	141	80	144	130	123	141 *	188		191	141	156	68	140	121
Aug.-Oct. (av.)	140	81	143	127	121	138	186	167*	190	142	159	71	137	120
Nov.-Jan. (av.) (prov.)	142	81	145	129	123	140	187	166*	190	144	159	68	142	125

	Manufacturing industries (continued)												Construction	Gas, electricity and water
	Metal manufactures			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass				
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
1968	125	124	130	126	129	94	125	164	173	149	132	152	171	149	164
Unadjusted:															
1967 3rd quarter	106	105	111	109	104	81	121	152	164	133	126	134	144	148	121
4th quarter	120	119	127	122	124	91	123	158	168	143	132	152	168	148	177
1968 1st quarter	125	123	131	128	128	96	131	161	171	146	131	157	168	143	199
2nd quarter	128	127	131	124	129	94	119	166	177	149	130	157	170	150	146
3rd quarter	117	116	122	120	121	86	123	158	168	141	132	140	162	150	128
4th quarter	131	130	136	133	139	100	127	170	175	162	137	156	183	152	181
1968 November	136	134	146	141	146	104	136	175	179	170	130	161	188		188
December	123	122	128	119	128	94	105	157	164	146	136	140	177		202
1969 January (prov.)	127	126	132	124	132	99	113	162	168	153	114	160			203
Seasonally adjusted:															
1967 3rd quarter	115	114	121	115	112	89	124	156	167	140	125	146	152	147	153
4th quarter	119	117	124	119	118	88	123	157	169	138	128	149	163	147	160
1968 1st quarter	121	120	125	124	125	91	126	161	173	144	139	151	167	146	168
2nd quarter	125	124	128	126	130	94	122	164	172	151	129	154	169	149	160
3rd quarter	128	126	133	127	131	94	126	162	171	147	131	153	170	149	163
4th quarter	130	129	133	129	133	97	126	168	176	156	133	152	178	151	163
1968 August	131	131	131	129	131	96	129	163	172	150	141	159	173		164
September	125	123	135	127	132	91	121	158	168	143	124	147	167		159
October	128	127	132	127	130	96	124	169	175	159	134	155	174		158
November	130	127	140	131	134	98	132	168	175	157	120	151	180		164
December	133	134	128	129	134	96	123	168	178	152	144	150	180		168
1969 January (prov.)	128	127	131	128	134	95	122	165	172	154	125	153			163
Aug.-Oct. (av.)	128	127	133	128	131	94	125	163	172	151	133	154	170*		160
Nov.-Jan.(av.)(prov.)	130	129	133	130	134	96	126	167	175	154	130	151	178*		165

*Latest available 3 months (October-December) and previous 3 months (July-September).

Orders, deliveries, production and exports in the engineering industries in January

THE MINISTRY OF TECHNOLOGY reports that first estimates for January show that production in the mechanical and electrical engineering industries (Order VI of the Standard Industrial Classification, covered by Table 1) fell slightly below the lower levels of the fourth quarter revealed by the fuller information now available for that period. The average for the latest three months, however, remains the same as for the preceding three months (column 1). Mechanical and electrical engineering diverged sharply during the

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For exports	Exports (4)
	1958 = 100			December 1958 (unadjusted) = 100			
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1968	157	151	169	146	135	183	126*
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	158	151	172	141	129	177	116
4th quarter	160	157	165	146	135*	183	127*
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	158	150	170	141	132	171	
August	160	152	173	142	131	175	
September	158	150	172	141	129	177	
October	158	155	163	142	131	179	
November	162	159	167	145	133	181	
December	159	156	165	146	135	183	
1969 January	156	..	..	149	137	186	
Average:							
Latest 3 months shown	159	157	165				
Previous 3 months shown	159	151	172				
Percentage change (5)	Nil	+4	+4	+5	+5	+4	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classifications.
(3) Index of the total value at constant (average 1958) prices of orders in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

fourth quarter from the earlier trends, mechanical engineering continuing its steady rise, making an increase of 4 per cent, compared with the third quarter, while electrical engineering dropped 4 per cent on the same comparison.

In the wider group of engineering industries, including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3), the preliminary seasonally adjusted figures for January show that total deliveries stayed at the same level as in December, making an increase of 3 per cent in the latest three months, compared with the preceding three months. On the home side deliveries kept up and gave a rise of 2 per cent on the same comparison. Export deliveries increased again in relation to the revised figures for the fourth quarter and in the latest three months were 5 per cent above the level of th preceding three months.

Export net new orders for December rose considerably, making the three month moving average figure the highest of the year. The latest figures suggest that the trend has continued. Although deliveries have been rising they have not quite kept pace with new orders. On the home side net new orders are slightly above the level of the fourth quarter, which broke the sequence of very low new ordering which had persisted throughout 1968 until October. Although home deliveries rose 2 per cent in the last three months, they remained lower than new orders.

More detailed statistics of the current value of deliveries of mechanical and electrical engineering products for the fourth quarter of 1968 are shown in Table 4. In mechanical engineering there was a rise of 10 per cent from the fourth quarter of 1967 chiefly owing to substantial increases in agricultural machinery; other prime movers, textile machinery, contractors' plant and food and drink machinery, which more than counterbalanced the severe fall in deliveries of metal rolling mills and water tube boilers. In the electrical sector a rise of 9 per cent was generally spread throughout, the major increases occurring in generating equipment, broadcast receiving equipment, radio and electronic capital goods, radio, etc., components and electrical equipment for vehicles.

(*Continued on next page*)

Table 2. Engineering industries (Order VI and part Order VIII) (1) Unadjusted Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new (orders (2)	Deliveries (2)
	Deliveries 1958 = 100	Average 1948 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	141	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1968	141	157	157	129	152	155	179	172	162
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
3rd quarter	139	150	148	127	141	146	173	173	153
4th quarter	141	172	166	129	168	163	179	185	172
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	164	164	146	163
July	138	154	151	130	155	152	165	152	146
August	139	140	134	129	125	131	171	185	141
September	139	155	158	127	144	154	173	185	171
October	140	168	157	128	164	157	177	180	156
November	142	174	166	129	170	164	179	186	172
December	141	173	174	129	169	169	179	187	189
1969 January*	145	181	156	132	175	151	182	198	172

*Provisional.
(1) See footnotes (1) and (2) to Table 3.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

ENGINEERING INDUSTRIES, *continued*

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' ex-

Table 3. Engineering industries (Order VI and part Order VIII) (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	120	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	151	151	137	141	152	162	155	150
1968	143	157	157	132	152	155	179	172	162
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter	138	158	159	127	149	157	173	183	165
4th quarter	143	173	159	132	172	157	179	177	163
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	153	167	158	160
June	138	150	165	129	145	163	165	164	170
July	138	156	157	129	150	157	168	174	156
August	139	158	155	128	149	154	172	183	158
September	138	160	164	127	153	158	173	181	181
October	140	166	153	128	162	154	175	177	152
November	141	173	160	130	172	159	177	177	163
December	143	177	163	132	174	159	179	187	175
1969 January*	146	..	163	134	..	158	181	..	179
Average:									
Latest 3 months	146	177	162	134	174	159	181	187	172
Previous 3 months	140	160	158	128	153	155	175	181	164
Percentage change (4)	+4	+10	+3	+5	+13	+2	+4	+4	+5

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order VI).
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

perience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net orders series, and in this case the figures shown against the months in Table 3 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against December are the averages of the seasonally adjusted figures for November, December and January.

Table 4. Deliveries of mechanical and electrical engineering products (a)

	1965	1966	1967	1968*	1967				1968			
					1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter	3rd quarter*	4th quarter*
Machinery other than electrical:												
Agricultural machinery (excluding tractors)	58·8	53·8	49·0	57·0	13·5	14·1	11·5	9·9	14·4	15·5	14·5	12·6
Metal-working machine tools and welding machinery	158·8	166·6	170·1	170·1	44·6	42·3	40·7	42·5	42·9	38·5	42·5	46·2
Engineer's small tools and gauges	88·g	91·7	90·1	91·9	23·6	23·3	20·6	22·5	23·9	22·8	21·4	23·8
Internal combustion engines	118·0	64·3	69·3	82·9	17·7	17·0	15·0	18·4	19·6	21·6	21·3	20·4
Other prime movers		73·3	79·0	82·1	17·0	19·3	18·7	25·1	18·8	18·1	12·9	32·3
Textile machinery and accessories	104·2	110·7	113·9	127·3	27·8	28·6	26·9	30·6	30·2	30·6	28·5	38·0
Contractors' plant and quarrying machinery	154·4	143·5	157·6	190·2	37·9	42·0	37·0	40·7	45·7	46·5	45·3	52·7
Mechanical handling equipment	118·3	132·5	130·0	137·2	32·3	32·1	31·1	34·5	33·8	33·8	35·9	33·7
Office machinery	79·6	78·7	77·4	83·1	18·8	20·9	17·3	20·4	19·5	20·4	19·5	23·7
Mining machinery	54·9	61·2	69·0	62·6	17·6	17·5	17·4	16·4	16·5	16·4	14·1	23·7
Refrigerating machinery	55·3	53·4	54·4	64·8	13·2	16·6	12·8	11·9	16·3	18·6	17·2	12·7
Space-heating, ventilating and air-conditioning equipment	71·0	78·8	77·9	84·2	18·3	18·5	20·1	21·0	20·4	19·3	27·8	21·7
Pumps and industrial valves	124·1	144·0	151·1	161·6	38·0	39·2	34·8	39·0	40·1	39·6	37·9	44·0
Air and gas compressors and exhausters	42·3	44·4	44·5	46·5	11·4	11·5	10·8	10·8	12·2	12·0	10·5	11·8
Food and drink machinery	46·7	45·5	45·6	52·9	10·9	12·3	10·7	11·8	10·9	15·1	12·6	14·3
Packaging machinery	23·7	26·8	27·9	31·6	6·6	7·1	6·1	8·0	7·2	7·5	7·3	9·6
Steel and non-ferrous metal rolling mills and ancillary equipment	24·3	26·5	28·3	14·6	7·1	5·8	7·1	8·3	6·0	2·7	2·6	3·3
Other machinery except electrical machinery	300·0	309·3	307·8	343·2	74·6	78·9	71·3	83·0	84·4	83·8	79·6	95·4
Industrial plant and fabricated steelwork:												
Water tube boilers	81·2	91·7	90·3	84·6	23·5	20·3	18·5	28·0	20·2	20·6	20·0	23·8
Shell boilers and boilerhouse plant	36·3	48·1	46·9	47·8	12·3	10·8	11·1	12·6	9·8	12·6	11·5	13·9
Chemical plant	86·4	128·3	128·1	115·5	35·7	30·6	32·4	29·4	32·2	27·2	26·3	29·8
Iron, steel and non-ferrous metal works plant other than rolling mills	34·3	36·7	32·8	27·5	12·3	9·1	8·4	6·5	6·6	6·6	7·9	6·4
Other industrial plant and fabricated steelwork	186·4	222·5	231·2	207·6	60·2	58·4	54·0	58·6	53·7	51·3	42·7	59·9
Instruments, watches and clocks:												
Photographic equipment	..	95·3	100·4	122·0	22·0	27·9	25·0	25·4	30·7	32·5	30·9	27·9
Optical instruments	..	12·7	15·6	15·1	4·1	3·8	3·5	4·3	3·9	3·6	3·6	4·0
Spectacles, etc.	..	11·7	14·8	16·4	3·7	3·8	3·3	4·0	4·2	4·1	3·6	4·5
Surgical, dental and veterinary instruments and appliances	..	15·6	16·2	18·2	4·0	4·2	3·8	4·2	4·7	4·2	4·7	4·6
Other scientific instruments and equipment	..	106·2	109·6	120·8	27·4	26·4	25·8	30·0	31·0	27·5	29·0	33·3
Watches and clocks	..	15·4	16·1	17·1	3·6	3·6	4·2	4·7	4·1	3·7	4·5	4·8
Electrical machinery:												
Generating equipment and rotating electrical machines	147·0	156·0	161·1	174·3	40·5	42·3	35·9	42·5	45·4	41·4	37·0	50·5
Transformers for lighting, heating and power	65·7	69·1	69·7	61·2	17·9	18·0	15·7	18·1	16·3	14·8	14·7	15·4
Switchgear and control gear	172·9	197·9	198·9	188·0	52·3	50·8	45·3	50·5	49·3	48·0	43·7	47·0
Other electrical machinery	26·9	31·8	33·8	34·6	8·2	8·6	8·0	9·0	8·6	8·8	8·4	8·8
Insulated wires and cables	220·5	253·7	244·1	277·2	60·4	62·3	55·6	65·8	71·0	71·2	65·9	69·1
Telepraph and telephone apparatus	..	146·9	181·5	193·2	45·3	45·3	40·7	50·1	49·4	49·7	48·7	45·4
Radio and other electronic apparatus:												
Broadcast receiving equipment and gramophones	..	134·9	132·5	182·3	30·2	27·7	30·8	43·8	43·7	47·1	39·7	51·8
Radio, radar and electronic capital goods	..	318·1	379·9	448·5	84·2	93·2	96·9	105·7	103·1	109·1	110·8	125·5
Radio and electronic components including valves	..	166·0	176·2	213·1	44·1	45·5	40·6	46·0	49·0	55·4	52·3	56·4
Other electrical goods:												
Domestic electrical appliances	152·4	151·8	153·7	182·9	34·3	33·6	36·1	49·7	46·4	40·7	44·1	51·7
Electrical equipment for motor vehicles, cycles and aircraft	85·2	91·1	88·9	103·9	24·4	22·2	19·9	23·4	26·4	25·2	23·9	28·4
Primary batteries	19·9	21·3	22·8	25·1	5·1	5·2	5·9	6·6	6·6	5·5	5·9	7·1
Secondary batteries (accumulators)	37·2	35·5	36·4	39·0	8·3	8·4	8·7	10·9	9·6	8·6	9·3	11·5

(*Continued on next page*)

ENGINEERING INDUSTRIES, *continued*

	1965	1966	1967	1968*	1967				1968			
					1st quarter	2nd quarter	3rd quarter	4th quarter	1st quarter	2nd quarter*	3rd quarter*	4th quarter*
Electric lamps	32·5	34·0	35·3	41·2	8·3	8·4	8·0	10·7	10·6	9·1	10·1	11·4
Miscellaneous electrical goods	127·6	108·9	105·5	117·8	27·2	26·4	23·7	28·1	29·3	27·8	28·0	32·7
Ball and roller bearings	335·2	62·1	64·9	67·4	16·7	17·2	14·4	16·6	17·3	15·9	16·2	18·0
Components not included above and sub-contract sales		302·9	295·6	329·8	76·1	75·5	67·9	76·4	80·8	84·5	78·8	85·7
Amount charged for work done on customers' materials and repair work	88·0	101·6	100·8	115·3	25·0	25·4	25·1	25·3	29·0	29·6	27·3	29·4

(a) Characteristic products of industries in Order VI of the Standard Industrial Classification, except ordnance and small arms. Excluding deliveries by the smallest firms which are estimated to be about 2 per cent of the total.

In general, spare parts are supplied by manufacturers of complete machines are included with these machines, but parts, other than those separately specified, supplied for assembly by makers of complete machines are included in the heading for sub-contract sales and compon

*Provisional.

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales for January 1969 was 113 (1965=100), 7 per cent higher than in January 1968.

The general pattern of most of the main groups closely followed the trend of the past few months; the exception was miscellaneous non-food shops which had a 10 per cent increase over January 1968 compared with an average increase during the previous five months of only 1 per cent. The increase for all food shops taken together was 11 per cent. Durable goods shops showed a decline for the fifth month running.

It is estimated that, allowing for the price increases which have affected many commodities last year, the volume of sales in January 1969 increased by less than 1 per cent over January 1968.

Further details may be had on application to the Ministry of Commerce, Index of Retail Sales, Room 311, 21 Linenhall Street, Belfast 2 (Tel. Belfast 34488, Ext. 215).

Index numbers of value of sales per week (1965=100) and percentage changes compared with a year earlier

	All kinds of business		Foods shops		Non-food shops: Total		Clothing and footwear shops		Durable goods		Miscellaneous non-food		Department and general stores	
		%		%		%		%		%		%		%
1966 Year	102		106		99		98		98		102		92	
1967 Year	103	+1	109	+ 3	100	+1	95	— 3	99	+ 1	103	+ 2	94	+ 3
1968 Year	109	+6	118	+ 8	104	+4	100	+ 4	106	+ 7	107	+ 3	101	+ 7
1968 1st quarter	106	+7	114	+ 6	101	+8	94	+ 7	109	+17	106	+ 6	92	+ 6
2nd quarter	109	+6	119	+ 7	103	+5	97	+ 3	107	+13	107	+ 3	96	+ 9
3rd quarter	107	+6	115	+ 7	103	+5	93	+ 3	103	+ 6	110	+ 4	93	+ 8
4th quarter	115	+5	125	+12	109	+1	115	+ 4	104	— 6	104	Nil	124	+ 5
1968 January	106	+6	110	+ 6	104	+6	106	+ 6	119	+21	102	+ 3	91	+ 7
February	107	+7	115	+ 5	101	+9	89	+10	104	+ 8	110	+ 9	86	+ 7
March	105	+7	115	+ 6	99	+8	85	+ 5	104	+24	105	+ 6	98	+ 6
April	110	+8	120	+11	104	+5	93	+ 5	110	+ 7	109	+ 7	100	Nil
May	113	+7	121	+ 6	109	+7	97	+ 3	107	+14	118	+ 4	97	+19
June	103	+3	115	+ 3	97	+3	101	+ 3	105	+19	94	— 3	91	+11
July	111	+7	113	+ 6	109	+7	96	Nil	108	+16	119	+ 8	95	+ 7
August	109	+4	116	+ 6	105	+3	92	+ 1	105	+ 4	116	+ 4	89	+ 1
September	102	+6	115	+ 9	94	+4	90	+ 8	96	— 1	95	Nil	95	+19
October	110	+8	121	+16	103	+2	101	+ 3	109	— 1	102	+ 3	101	+ 3
November	111	+7	127	+14	101	+2	109	+ 9	99	— 4	97	Nil	103	+ 8
December	125	+2	127	+ 8	124	—1	134	+ 2	104	—13	113	— 2	168	+ 5
1969 January	113	+7	122	+11	108	+4	106	Nil	110	— 8	112	+10	92	+ 1

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, March 21, 1969.

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
A Kind of Seeing	Br/E 34006	13	March 17	Contemporary Films Ltd.	International Film Associates (Scotland) Ltd.
Isadora	Br/E 34008	140	March 19	Rank Film Distributors Ltd.	Universal Pictures Ltd.
Look at Life Series 39: *Gold in the Mud*	Br/E 34009	9	March 19	" "	Rank Film Distributors Ltd.
What's Good for the Goose	Br/E 34012	104	March 20	Tigon Pictures Ltd.	Tigon British Film Productions Ltd.
Movietone News 2075A	Br/E 33791	8	March 21	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2076	Br/E 33792	8	March 21	" "	" "
Pathe News 69-23	Br/E 33844	9	March 21	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 69-24	Br/E 33845	9	March 21	" "	" "
				FOREIGN	
A Curious Way to Love	F 34003	101	March 17	Butcher's Film Distributors Ltd.	Summa Cinematografica and Cine Azimut of Rome.
Thoughts of Chairman Mao	F 34004	35	March 17	Contemporary Films Ltd.	China Film Distribution Co., Peking.
(a) The Runaway	F 34005	105	March 17	" "	Chhayabani Private Ltd., Calcutta.
(b) Atithi					
A Man Called Gannon	F 34007	105	March 19	Rank Film Distributors Ltd.	Universal International Films Inc.
The Blood Drinkers	F 34010	88	March 20	Westland Film Distributors Ltd.	Hemisphere Pictures Inc.
The Black Cat	F 34011	72	March 20	" "	" "

AMENDMENT TO THE REGISTER

The playing time of the film 'The Last of the Secret Agents' (F 33980) registered on March 7, 1969, has been amended to 76 minutes.

BRITISH-AMERICAN TOBACCO COMPANY LIMITED

B·A·T

REPORT 1968

PROFIT SUMMARY	1968 £ millions	1967
Group Turnover	1,304.8	1,050.7
Group Profit before Taxation ...	127.1	103.0
Group Profit after Taxation ...	71.4	60.0
B.A.T.'s Interest therein	63.2	53.1
Retained by Subsidiaries ...	31.5	24.6
B.A.T. Net Profit (including dividends from Subsidiaries) ...	31.7	28.5
Dividends (4/3¾d.—1967 4/2d.—gross per Ordinary Stock unit)...	26.2	25.3
GROUP NET ASSETS	540.9	449.4

If you would like a copy of the Report and Accounts for 1968 and a copy of Mr. D. R. N. Clarke's speech at the Annual General Meeting held on 20th March, 1969, please write to The Secretary at 7 Millbank, London, SW1

Extracts from Mr. D. R. N. Clarke's speech at the Annual General Meeting:

The Accounts reflect the marked effect of the devaluation of sterling in November 1967. Group turnover in tobacco increased by no less than £243 millions in sterling terms, or 23%. Excluding devaluation, this increase was due to a real improvement in trading of about 7½%. Group profits before taxation increased by £24 millions to £127 millions, including some £17 millions resulting from devaluation.

The total distribution on the Ordinary stock is increased to 4/3¾d. per 10/- unit. The increase amounts to 3½% and is in line with Government policy.

The total net favourable contribution by the Group to the UK balance of payments was some £52 millions.

In perfumery and cosmetics we are confident that present difficulties will be overcome and that with the addition of Germaine Monteil we have the basis for a sound and well-balanced development.

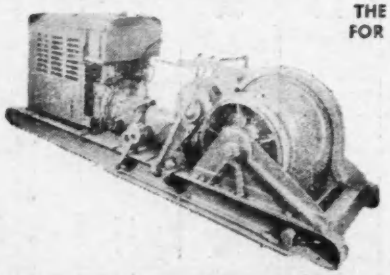
There are indications that total Group sales of tobacco products for the current year will be above those for the year to September 1968. The slow growth of sales in the USA at a time of rising costs is putting pressure on the profit margins in that valuable market and of the increased sales elsewhere a fair proportion has occurred in the less profitable areas.

It is reasonable to expect that the income of BAT and its UK subsidiaries will be approximately the same as last year. Taking account of the limitation of dividends which applied in the past year, I would hope that the Board would be in a position to consider a further modest increase in the total Ordinary dividend.

'DARLINGTON' WINCHES

THE 'DARLINGTON' STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS

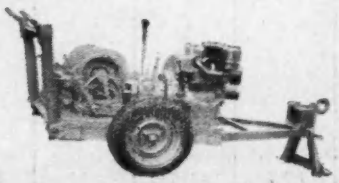


FOR HOISTING, HAULING, LOADING, UNLOADING, CONSTRUCTION OR DEMOLITION WORK

THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE 'DARLINGTON' PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

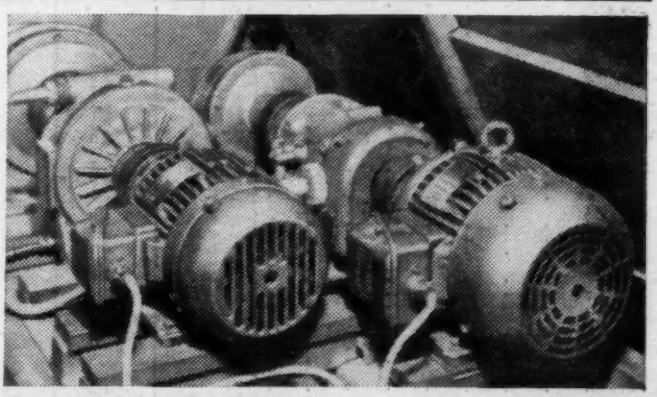


POWERED BY PETROL OR DIESEL ENGINE

SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**
TEAM VALLEY ESTATE, CO. DURHAM

BROOK ELECTRIC MOTORS



BROOK ELECTRIC MOTORS

Totally Enclosed Fan Cooled Metric motors now available up to 425 h.p. Cage or 350 h.p. Slip Ring.
Write for specifications.

BROOK MOTORS LIMITED HUDDERSFIELD ENGLAND

69/A

New orders for machine tools reaching record levels

MACHINE TOOL manufacturers made a good start to 1969 by taking £18 million of new orders in January, a near record.

The Ministry of Technology's provisional figures* show that this figure was exceeded only by September 1967. That was the month containing large export orders from Russia, but this time it was the home market which provided the majority of the orders, although the export market also made a good contribution to the January figure. The latter included only one very large, export, order confirming that the industry is maintaining the steady upward trend evident in recent months.

Total deliveries for the last three months rose 14 per cent over the previous three months after allowing for seasonal factors (in crude terms they rose 20 per cent). This was entirely due to a 21 per cent rise in home deliveries as exports showed no change.

The 1968 figures for numerically controlled machine tools show that deliveries rose by 60 per cent over the previous year.

Export orders reach peak

Export orders reached the highest point for 16 months, and apart from September 1967, which included three Russian orders worth over £7 million, were at the highest figure on record.

As suggested last month, export deliveries have now begun to flatten off, and may even decline slightly until the recent recovery in orders works through, resulting in the outstanding export orders rising to £53 million, about a year's work at current delivery rates.

Home deliveries rise sharply

Deliveries to the home market in the last three months were still over 20 per cent above the previous three months, when allowance is made for seasonal factors which affect the late summer months. Home orders remained at the high level of the last few months, and were sufficient to prevent the higher deliveries eating into the order book, if not to continue the recent improvement, so that home orders on hand still represent almost six months work at the present high rate of delivery.

Numerically controlled machines reach new peak

Total deliveries of numerically controlled machine tools rose sharply in number and by value in the fourth quarter of 1968, resulting in the total value for the year reaching a record level of almost £12 million, 60 per cent above 1967. This tremendous rise was due to near-double home sales, as exports showed no change.

Total new orders received for the year were over 35 per cent above 1967; although in the fourth quarter they fell back from the

*The current monthly figures in Tables 1 and 2 are based on returns made to the Ministry of Technology by firms accounting for about 70 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools. These revisions have now been made for the last quarter of 1968.

Table 1. Metal working machine tools orders and deliveries: recorded figures

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1965	141·3	43·9	97·4	104·2	28·9	75·3	157·7	42·8	114·9
1966	149·1	43·5	105·6	100·6	29·5	71·1	145·5	44·2	101·3
1967	155·6	45·7	109·9	91·7	42·2	49·5	145·7	58·1	87·6
1968	153·1	53·2	99·9	105·5	49·1	56·4	166·9		106·7
1968 1st quarter	39·3	14·0	25·3	93·3	43·2	50·1	40·9	15·1	25·8
2nd quarter	34·0	11·9	22·1	96·8	44·2	52·6	37·6	13·0	24·6
3rd quarter	38·1	13·6	24·5	101·5	47·6	53·9	42·8	17·0	25·8
4th quarter	41·7	13·7	28·0	105·5	49·1	56·4	45·6	15·1	30·5
1969 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1968 January	13·3	4·0	9·3	96·1	44·7	51·4	17·8	6·6	11·2
February	11·8	4·2	7·6	95·5	43·3	52·2	11·1	2·8	8·3
March	14·2	5·8	8·4	93·3	43·2	50·1	12·0	5·7	6·3
April	10·5	3·7	6·8	94·4	42·6	51·8	11·6	3·1	8·5
May	11·9	4·3	7·6	97·5	43·6	53·9	15·0	5·3	9·7
June	11·7	4·0	7·7	96·8	44·2	52·6	11·0	4·5	6·5
July	13·6	4·8	8·8	99·1	45·1	54·0	15·9	5·7	10·2
August	11·0	3·7	7·3	100·4	45·6	54·8	12·3	4·2	8·1
September	13·4	5·1	8·3	101·5	47·6	53·9	14·6	7·1	7·5
October	12·1	4·3	7·8	106·6	50·1	56·4	17·1	6·7	10·4
November	12·9	4·5	8·4	107·0	49·4	57·6	13·4	3·8	9·1
December	16·7	4·9	11·8	105·5	49·1	56·4	15·1	4·6	10·5
1969 January*	14·1	3·9	10·2	109·4	52·7	56·7	18·0	7·5	10·5
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
February 1968-January 1969*	153·9	53·1	100·8	109·4	52·7	56·7	167·1	61·1	106·0
February 1967-January 1968	156·0	46·3	109·7	96·1	44·7	51·4	153·1	60·9	92·7
Percentage change	−1	+15	−8	+14	+18	+10	+9	N/C	+14

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown

very high level in the previous two quarters, for both home and export.

The more sophisticated continuous path control machines are still increasing their share of the market. On the delivery side they rose from 5 per cent of the total in 1966 to 15 per cent in 1968, whilst new orders received rose from 11 per cent to 24 per cent.

Over 50 per cent of all machines delivered in 1968 were point-to-point borers. This type increased by more than 40 per cent over the previous year. Drilling and milling machines both showed significant increases, rising by 70 per cent and 30 per cent respectively.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted

£ million

	Deliveries			Orders outstanding (end of period)			Net new orders (1)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1965	141·3	43·9	97·4	104·2	28·4	75·8	157·7	42·8	114·9
1966	149·1	43·5	105·6	100·6	29·0	71·6	145·5	44·2	101·3
1967	155·6	45·7	109·9	90·7	41·4	49·3	145·7	58·1	87·6
1968	153·1	53·2	99·9	104·6	48·3	56·3	166·9	60·2	106·7
1969 1st quarter	37·2	13·0	24·2	94·1	43·4	50·7	40·6	15·1	25·5
2nd quarter	35·7	13·1	22·6	94·8	42·0	52·8	36·3	11·7	24·6
3rd quarter	39·7	13·9	25·8	98·8	44·5	54·3	43·7	16·5	27·2
4th quarter	40·8	13·2	27·6	104·6	48·3	56·2	46·8	17·0	29·8
1969 1st quarter									
2nd quarter									
3rd quarter									
4th quarter									
1968 January	13·6	4·2	9·4	93·9	43·6	50·3	16·8	6·4	10·4
February	12·0	4·1	7·9	95·3	43·4	51·9	13·4	4·0	9·4
March	11·6	4·7	6·9	94·1	43·4	50·7	10·4	4·7	5·8
April	12·0	4·4	7·6	93·4	42·0	51·4	11·3	3·0	8·3
May	11·6	4·3	7·3	96·0	42·1	53·9	14·2	4·4	9·8
June	12·0	4·3	7·7	94·8	42·0	52·8	10·9	4·3	6·6
July	14·9	5·3	9·6	94·3	41·9	52·4	14·5	5·3	9·3
August	12·5	3·9	8·6	96·7	43·4	53·3	14·9	5·4	9·5
September	12·3	4·7	7·6	98·8	44·5	54·3	14·3	5·8	8·5
October	12·6	4·3	8·3	103·6	46·6	57·0	17·5	6·4	11·1
November	12·6	4·3	8·3	103·7	46·8	56·9	12·7	4·5	8·3
December	15·6	4·6	11·0	104·6	48·3	56·3	16·6	6·1	10·5
1969 January*	14·3	4·0	10·3	107·3	51·5	55·8	17·1	7·3	9·8
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Average of the latest 3 months*	14·2	4·3	9·9	107·3	51·5	55·8	15·5	6·0	9·5
Average of the previous 3 months	12·5	4·3	8·2	103·6	46·6	57·0	15·6	5·9	9·7
Percentage change	+14	N/C	+21	+4	+11	−2	−1	+2	−2

*Provisional.
(1) Figures are derived from deliveries and the change in orders on hand during the period. (Before rounding.)
(2) There may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.

Table 3. Numerically controlled metal working machine tools

	Deliveries during the quarter						New Orders received during the quarter					
	Total		For Export		Home		Total		For Export		Home	
	No.	Value £'000	No. (1)	Value £'000	No. (1)	Value £'000	No.	Value £'000	No.	Value £'000	No.	Value £'000
1966	323	4,161		904		3,257	460	7,413	141	2,793	319	4,620
1967	458	7,503		2,534		4,969	469	10,429	101	3,688	368	6,741
1968	558	11,875	109	2,547	449	9,328	505	14,231	130	4,542	375	9,689
1966 1st quarter	54	728		25		703	118	1,814	35	569	83	1,245
2nd quarter	90	1,026		137		889	145	2,131	55	961	90	1,170
3rd quarter	85	1,061		392		669	111	1,961	33	868	78	1,170
4th quarter	94	1,346		350		996	86	1,506	18	395	68	1,111
1967 1st quarter	93	1,324		322		1,002	89	1,745	12	509	77	1,236
2nd quarter	112	1,385		308		1,077	124	3,577	36	2,135	88	1,442
3rd quarter	114	2,172		936		1,236	121	2,473	23	510	98	1,963
4th quarter	139	2,622		968		1,654	135	2,635	30	532	105	2,100
1968 1st quarter	157	3,322	35	860	122	2,462	91	2,075	11	222	80	1,853
2nd quarter	110	1,976	24	434	86	1,542	149	4,904	36	1,562	113	3,342
3rd quarter	129	3,025	23	623	106	2,402	147	4,496	44	1,755	103	2,741
4th quarter	162	3,552	27	630	135	2,922	118	2,757	39	1,004	79	1,753
1968 January-December	558	11,875		2,547		9,328	505	14,231	130	4,542	375	9,689
1967 January-December	458	7,503		2,534		4,969	469	10,429	101	9,688	368	6,741
Percentage change	+22	+58		+1		+88	+8	+36	+29	+23	+2	+44

(1) Prior to 1968 numbers were not collected.

United Kingdom trade by air in 1968

IN RECENT YEARS, United Kingdom trade by air has increased substantially faster than total trade, and as Table 1(a) shows this was again the case in 1968. The 1968 increases need to be viewed against the background of the 1967 dock-strikes; these strikes had a two-fold effect in that some exports which should have gone by sea in the fourth quarter of 1967 were delayed until 1968 while others may have been diverted to air transport which otherwise would have gone by sea. There was some acceleration in air shipments in the last quarter of 1968; this was more evident in the case of exports and there is a possibility that this might reflect some diversion of deliveries to the United States from sea to air transport to circumvent the dock-strikes there.

Imports carried by air in 1968 were £930 million; they rose by 45 per cent in value over the previous year to increase their proportion of total imports from 10 per cent to just under 12 per cent. Air-borne exports at £750 million rose only slightly less rapidly (39 per cent) to expand their share of total exports from 10½ per cent to just over 12 per cent. Re-exports by air increased in value by 15 per cent in 1968 to £73 million; but there was little change in the proportion going by air compared with previous years.

In value terms machinery and transport equipment was the principal category conveyed by air. Imports by air of machinery and transport equipment made up 40 per cent of all air imports while 47 per cent of total exports by air were of these goods.

For a number of categories of goods, transport by air is particularly important. Within commodity divisions the greatest proportions of imports carried by air were scientific instruments (55 per cent), electrical machinery (53 per cent), non-metallic mineral manufactures (up from 32 per cent in 1967 to 45 per cent reflecting higher imports of precious stones) and pharmaceutical products (40 per cent). For exports, 50 per cent of clothing was transported by air while over a third of leather and leather goods and medicinal and pharmaceutical products went overseas by this method.

Over 70 per cent of our air-borne trade was with Western Europe and North America. In 1968 Western Europe accounted for 36 per cent of imports, 38 per cent of exports and 60 per cent of re-exports carried by air while North America accounted for 33 per cent of imports, 34 per cent of exports and 25 per cent of re-exports. The United States, France and the Federal Republic of Germany were again the countries with the largest individual shares in this trade.

Statistical Note:

From January 1, 1965, figures for precious stones and pearls have been included in the Trade Accounts; the figures for earlier years have been adjusted in these tables for purposes of comparison. Complete aircraft flown out under their own power are included in the totals for all United Kingdom trade, but are excluded from the figures of trade by air.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 1. Value of air trade compared with total trade figures

Year	Imports			UK Exports			Re-exports		
	Total £m c.i.f.	By air		Total £m f.o.b.	By air		Total £m f.o.b.	By air	
		£m c.i.f.	Per cent of Total Imports		£m f.o.b.	Per cent of Total UK Exports		£m f.o.b.	Per cent of Total Re-exports
1963	4,983·4	305·8	6·1	4,211·1	289·2	6·9	153·8	45·6	29·6
1964	5,696·1	376·3	6·6	4,411·6	292·2	6·6	153·4	46·4	30·2
1965	5,751·1	438·3	7·6	4,728·0	370·5	7·8	172·8	54·7	31·7
1966	5,946·8	545·6	9·2	5,047·0	483·3	9·6	194·4	64·5	33·2
1967	6,434·1	641·5	10·0	5,028·8	539·5	10·7	184·8	63·2	34·2
1968	7,899·4	930·0	11·8	6,175·9	750·4	12·2	218·4	72·5	33·2

Table 1(a). Increase in value of trade (per cent change on year earlier)

	Imports		Exports		Re-exports	
	Total	By air	Total	By air	Total	By air
1964	+14	+23	+ 5	+ 1	— 0	+ 2
1965	+ 1	+16	+ 7	+27	+13	+18
1966	+ 3	+24	+ 7	+30	+13	+18
1967	+ 8	+18	— 0	+12	— 5	— 2
1968	+23	+45	+23	+39	+18	+15

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Table 2. Commodity composition of United Kingdom exports

Selected Divisions	1967			1968		
	Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. f.o.b.	Per cent of Total UK Exports		£m. f.o.b.	Per cent of Total UK Exports
00 *Live animals (excluding zoo animals, dogs and cats)	25·6	4·9	19	20·0	5·5	27
51 Chemical elements and compounds	117·9	8·0	7	151·4	10·3	7
54 Medicinal and pharmaceutical products	78·4	26·0	33	96·1	32·4	34
55 Essential oils and perfume materials; toilet, polishing and cleansing materials	43·4	1·4	3	52·1	1·9	4
61 Leather, leather manufactures, not elsewhere specified and dressed fur skins	30·5	9·8	32	41·3	16·2	39
62 Rubber manufactures, not elsewhere specified	53·8	1·8	3	61·2	2·1	3
65 Textile yarn, fabrics, made-up articles and related products	250·3	16·9	7	298·7	24·9	8
66 Non-metallic mineral manufactures, not elsewhere specified	276·0	11·7	4	375·7	38·6	10
68 Non-ferrous metals	207·5	36·5	18	271·7	54·8	20
69 Manufactures of metal, not elsewhere specified	153·6	8·2	5	183·6	9·5	5
71 Machinery – other than electric	1,036·1	144·1	14	1,268·8	222·1	18
72 Electrical machinery, apparatus and appliances	345·0	58·6	17	409·5	73·7	18
Ex 73 Transport equipment	691·1	52·2	8	846·0	60·5	7
84 Clothing, knitted or crocheted articles, including elastic or rubberized fabric and articles of fur	63·6	28·9	45	83·7	41·6	50
85 Footwear, gaiters and the like	20·0	2·5	12	26·1	4·4	17
86 Professional, scientific and controlling instruments; photographic and optical goods, watches and clocks	121·5	41·2	34	147·7	44·3	30
89 Miscellaneous manufactured articles, not elsewhere specified	178·6	42·0	24	227·5	55·2	24
All other goods	1,335·7	44·8	3	1,614·8	52·4	3
Total	5,028·8	539·5	11	6,175·9	750·4	12

*Figures shown under this heading include horses, exported temporarily for racing, breeding or other purposes.

Table 3. Commodity composition of imports

Selected Divisions	1967			1968		
	Total £m. c.i.f.	By air		Total £m. c.i.f.	By air	
		£m. c.i.f.	Per cent of Total Imports		£m. c.i.f.	Per cent of Total Imports
00 *Live animals (excluding zoo animals, dogs and cats)	50·8	4·0	8	56·5	4·5	8
21 Hides, skins and fur skins, undressed	50·9	20·0	39	62·9	22·2	35
28 Metalliferous ores and metal scrap	203·1	24·6	12	268·0	40·3	15
51 Chemical elements and compounds	138·1	19·6	14	169·9	24·6	14
54 Medicinal and pharmaceutical products	15·8	6·2	39	19·4	7·7	40
55 Essential oils and perfume materials; toilet, polishing and cleansing preparations	16·4	3·8	23	20·8	4·1	20
61 Leather, leather manufactures, not elsewhere specified, and dressed fur skins	27·3	4·0	15	33·6	4·7	14
65 Textile yarn, fabrics, made-up articles and related products	182·0	27·5	15	231·3	29·9	13
66 Non-metallic mineral manufactures, not elsewhere specified	250·8	79·4	32	337·8	150·7	45
68 Non-ferrous metals	379·5	17·3	5	567·7	59·4	10
69 Manufactures of metal, not elsewhere specified	59·4	10·8	18	70·9	12·3	17
71 Machinery other than electric	511·8	143·8	28	632·2	206·3	33
72 Electrical machinery, apparatus and appliances	184·3	96·8	53	236·7	126·6	53
Ex 73 Transport equipment	132·5	20·0	15	191·5	39·1	20
84 Clothing, knitted or crocheted articles, including elastic or rubberized fabric, and articles of fur	83·4	24·3	29	110·1	28·4	26
85 Footwear, gaiters and the like	26·7	4·0	15	32·8	3·4	10
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	98·4	54·4	55	110·0	60·3	55
89 Miscellaneous manufactured articles, not elsewhere specified	146·6	54·9	37	183·5	69·3	38
All other goods	3,876·1	26·2	1	4,563·9	36·4	1
Total	6,434·1	641·5	10	7,899·4	930·0	12

*Figures under this heading include horses, imported temporarily for racing, breeding or other purposes.

Table 4. Commodity composition of re-exports

Selected Divisions	1967			1968		
	Total £m. f.o.b.	By air		Total £m. f.o.b.	By air	
		£m. f.o.b.	Per cent of Total Re-exports		£m. f.o.b.	Per cent of Total Re-exports
21 Hides, skins and fur skins, undressed	25·2	14·9	59	36·6	22·5	61
61 Leather, leather manufactures, not elsewhere specified, and dressed fur skins	3·1	1·4	46	4·7	2·2	47
68 Non-ferrous metals	15·4	0·4	2	20·5	0·7	3
71 Machinery other than electric	33·0	17·9	54	39·2	18·5	47
72 Electrical machinery, apparatus and appliances	13·8	10·3	75	13·7	9·2	67
73 Transport equipment	12·1	4·8	40	8·5	2·5	29
86 Professional, scientific and controlling instruments, photographic and optical goods, watches and clocks	6·8	4·5	67	7·4	5·3	72
89 Miscellaneous manufactured articles, not elsewhere specified	8·2	5·1	62	9·8	6·4	65
All other goods	67·2	3·9	6	78·0	5·3	7
Total	184·8	63·2	34	218·4	72·5	33

(*Continued on next page*)

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Eleven Japanese managing directors on an air-conditioning and heating European tour visited the offices of Colt Heating and Ventilation Limited, Surbiton, recently. They were keen to learn more of the British approach to industrial ventilation and heating problems, and were also interested in Colt's success in overseas markets.

A group of buyers from the Nordsüd Nürnberger Bund Grosseinkaufsverband e.G.m.b.H., largest hardware buying organization in the Federal Republic of Germany, on a BNEC sponsored mission, visited London showrooms of British glass firms. Seen here (left to right): Herr Paul Bringer (Josef Brenger, Mettmann), chairman; Mr. B. Tottenham, BNEC; Herr Ernst Sommer, director of porcelain, ceramics and glassware department of the Nordsüd Nürnberger Bund; Mr. M. Crook, British Vice-Consul (Commercial), Düsseldorf; Mr. J. Hobbs, Glass Manufacturers' Federation; Mrs. Wigfall, Dartington Glass.

UNITED KINGDOM TRADE BY AIR, *continued*

Table 5. Imports from, and United Kingdom exports and re-exports to, selected countries

Selected Countries	Imports						UK Exports						Re-exports					
	1967			1968			1967			1968			1967			1968		
	Total	By Air		Total	By Air		Total	By Air		Total	By Air		Total	By Air		Total	By Air	
	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. f.o.b.	£m. f.o.b.	Per cent of Total UK Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total UK Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports
WestGermany	338·9	50·5	14·9	436·9	66·0	15·1	246·7	41·4	16·8	323·3	57·8	17·9	30·0	12·7	42·2	39·3	15·8	40·2
Netherlands	328·7	23·5	7·1	406·7	30·6	7·5	193·7	22·7	11·7	242·3	26·8	11·1	11·9	1·4	11·9	13·2	2·1	15·6
Belgium	143·1	12·7	8·9	169·6	16·0	9·5	177·6	11·7	6·6	233·9	15·4	6·6	5·0	1·2	24·9	6·9	1·3	18·3
France	255·0	61·6	24·2	312·3	80·7	25·8	204·4	66·7	32·7	234·4	71·4	30·5	13·6	6·0	44·0	18·5	7·9	42·9
Italy	195·1	23·6	12·1	236·3	26·7	11·3	140·3	21·7	15·4	160·3	24·4	15·2	17·3	6·4	37·2	17·3	7·9	45·6
Sweden	247·5	9·8	4·0	314·2	12·5	4·0	218·9	14·1	6·4	256·3	18·5	7·2	5·9	0·8	12·7	6·5	1·1	16·4
Denmark	217·4	8·4	3·9	239·3	9·5	4·0	143·7	7·3	5·1	160·9	8·8	5·5	2·8	0·6	19·8	2·5	0·4	17·7
Switzerland and Leichtenstein	121·0	50·8	42·0	150·8	56·6	37·5	110·9	19·2	17·3	124·9	25·1	20·1	6·4	3·3	52·4	11·4	3·9	33·9
Portugal	55·6	15·3	27·5	73·8	21·0	28·4	46·9	2·8	5·9	58·6	3·9	6·7	0·6	0·3	38·9	1·0	0·4	42·8
Austria	41·7	5·7	13·6	58·5	7·1	12·1	38·6	4·8	12·3	51·0	6·8	13·3	1·8	0·5	24·7	2·0	0·8	37·6
Spain	73·6	1·7	2·3	99·5	3·2	3·2	90·2	6·7	7·4	96·3	8·2	8·6	2·3	0·5	22·8	2·4	0·8	31·6
Irish Republic	223·6	16·8	7·5	267·9	35·0	13·1	186·5	23·0	12·3	260·5	46·1	17·7	10·1	1·4	13·6	12·0	1·2	9·7
United States of America	803·0	187·2	23·3	1,053·6	277·8	26·4	610·3	126·9	20·8	871·6	213·9	24·5	24·6	14·4	58·4	30·3	15·3	50·6
Canada	455·9	22·6	5·0	512·8	30·2	5·9	213·5	34·3	16·1	259·1	41·6	16·0	6·9	3·1	45·3	7·1	2·5	35·0
India	125·7	4·1	3·2	135·3	3·6	2·6	81·6	5·2	6·4	71·6	5·4	7·5	1·7	0·8	47·9	1·1	0·3	27·4
Australia	173·8	2·6	1·5	211·0	4·2	2·0	253·9	10·0	3·9	312·4	13·3	4·2	2·4	0·8	31·5	2·8	0·7	26·1
Republic of South Africa	219·6	20·1	9·1	271·4	25·2	9·3	257·6	7·1	2·7	260·7	9·8	3·8	3·8	0·5	13·5	4·0	0·4	10·4
Japan	91·0	6·7	7·3	115·1	8·7	7·5	82·8	18·9	22·8	94·9	22·6	23·8	4·7	1·1	24·0	3·5	0·8	23·0
Total of above Countries	4,110·2	523·5	12·7	5,065·1	714·4	14·1	3,297·7	444·3	13·5	4,073·0	619·8	15·2	151·9	55·7	36·6	181·8	63·5	34·9
All other Countries	2,323·9	118·0	5·1	2,834·3	215·6	7·6	1,731·1	95·1	5·5	2,102·9	130·6	6·2	32·9	7·6	23·0	36·5	9·0	24·6
TOTAL	6,43·41	641·5	10·0	7,899·4	930·0	11·8	5,028·8	539·5	10·7	6,175·9	750·4	12·2	184·8	63·2	34·2	218·4	72·5	33·2

Table 6. Imports from, and United Kingdom exports and re-exports to, various areas by air

	Imports		UK Exports		Re-exports	
	1967	1968	1967	1968	1967	1968
	£m. c.i.f.	£m. c.i.f.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.
Sterling Area	114·0	188·4	85·8	128·3	6·2	6·1
North America	209·9	308·1	161·4	255·7	17·5	17·9
Latin America	5·9	6·0	11·1	17·6	0·7	0·9
Western Europe	269·6	337·4	231·9	283·8	34·6	43·5
Middle East (except Sterling Middle East Countries)	7·8	12·7	14·8	19·9	1·4	1·8
Soviet Union and Eastern Europe	11·6	46·7	7·8	10·9	1·0	0·9
Rest of the World	22·6	30·7	26·5	34·2	1·7	1·4
Total	641·5	930·0	539·5	750·4	63·2	72·5

WORK OF BRITISH STANDARDS INSTITUTION

The British Standards Institution (British Standards House, 2 Park Street, London, W.1) is well known as the official standards organization for this country. It also takes an active part in the work of international standards organizations such as ISO and IEC. Apart from standards work, BSI has several other functions. It runs a certification mark scheme, granting licences to manufacturers to use the BSI 'Kite mark' on products conforming to British Standards. It also undertakes testing work for outside bodies. It runs a Technical Help to Exporters scheme, providing firms selling abroad with information on overseas technical regulations applying to their products. It has been designated as the focal point for the British change to the metric system, which means that it co-ordinates the details and timing of the change in each industry apart from re-writing thousands of British Standards in metric form.

Production in the cotton and wool textile industries

THE VOLUME of production in the cotton industry (including the processing of continuous filament yarns of man-made fibres) in January was 4 per cent more than in January 1968.

Statistics issued by the Textile Council show that in January the amount of cloth woven was 1 per cent more than in the corresponding month last year. Production of single yarn was 4 per cent more and the amount of yarn doubled was 7 per cent more.

Production in the cotton industry

Weekly averages

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
	Million lb.					Million lin. yards	
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1966	8·77	2·62	2·37	2·12	1·20	17·6	11·9
1967	7·38	2·40	2·08	2·02	1·51	14·3	10·2
1968	7·26	2·86	2·12	2·20	2·18	14·1	10·7
1968 January*	7·49	2·74	2·09	2·18	1·81	14·8	10·9
February	7·81	2·87	2·23	2·29	2·33	15·3	11·4
March	7·95	2·93	2·28	2·32	2·40	15·3	11·6
April	7·07	2·62	2·12	2·15	2·15	13·9	10·4
May*	8·08	3·02	2·36	2·57	2·19	15·1	11·7
June	6·35	2·67	1·93	1·79	2·21	13·9	10·3
July*	6·03	2·19	1·80	2·12	1·69	9·4	7·9
August	7·46	2·99	2·07	2·21	2·10	14·8	10·8
September	6·40	2·76	1·94	1·99	2·33	13·5	10·0
October*	7·77	3·32	2·32	2·26	2·29	15·2	11·5
November	7·90	3·35	2·32	2·33	2·72	15·4	11·7
December	6·72	2·87	1·92	2·09	2·18	12·7	9·9
1969 January*	7·52	3·12	2·13	2·44	..	14·4	11·5

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton waste, and mixture yarns of cotton and cotton waste. (*c*) Deliveries. *Average of 5 weeks. †53-week period.

THE VOLUME of production in the wool textile industry in January was 7 per cent more than in January 1968.

Statistics issued by the Wool Industry Bureau of Statistics show that in January deliveries of woven fabrics (excluding blankets) were 2 per cent more than in January 1968; deliveries of worsted yarn (excluding semi-worsted yarn) were 4 per cent more. Production of wool and hair tops was 3 per cent more and of man-made fibre tops 37 per cent more.

Output of the wool textile industry

Quarterly averages or totals for quarters or months

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (*a*)	Worsted yarn (*c*)	Woven fabrics (excluding blankets) (*b*)		Blankets (*a*)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	Million lb.					Million sq. yds.		
1963	114·5	76·0	10·5	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	14·2	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	14·3	80·4	56·9	43·8	36·9	8·2
1966	97·0	57·4	15·7	78·7	55·2	42·1	33·5	7·6
1967	90·0	50·8	15·2	76·1	49·4	40·8	32·8	7·2
1968	97·8	53·3	20·1	81·2	54·1	40·6	33·1	8·2
1967 1st qtr.	94·5	56·4	14·4	77·1	50·5	39·1	35·2	7·0
2nd qtr.	96·7	55·6	15·8	80·1	51·7	42·6	33·4	5·6
3rd qtr.	76·6	43·0	14·0	65·7	44·0	39·5	28·3	6·8
4th qtr.	92·3	48·1	16·7	81·4	51·4	42·0	34·3	9·4
1968 1st qtr.	102·9	57·0	19·0	85·0	54·5	39·8	35·5	9·0
2nd qtr.	100·3	55·9	19·1	81·5	53·8	40·8	32·2	6·8
3rd qtr.	87·5	48·2	19·3	72·0	51·2	40·4	30·0	7·5
4th qtr.	100·6	51·9	22·8	86·5	56·9	41·5	34·6	9·4
1968 Jan.	34·7	19·1	6·1	29·0	18·2	14·1	12·5	3·3
Feb.	33·5	18·6	6·1	27·7	17·6	12·8	11·7	2·9
Mar.	34·7	19·4	6·8	28·3	18·8	12·9	11·4	2·8
Apr.	32·5	18·0	5·9	26·6	17·2	11·8	10·3	2·3
May	37·9	21·0	7·3	31·0	20·3	15·8	12·3	2·3
June	29·9	16·9	5·9	23·8	16·3	13·2	9·6	2·2
July	31·3	18·8	6·8	23·5	17·9	14·1	10·9	1·9
Aug.	24·1	11·7	5·2	22·5	14·9	12·9	8·1	2·5
Sept.	32·1	17·7	7·4	26·1	18·4	13·4	11·0	3·1
Oct.	35·8	18·6	8·3	30·3	21·3	15·8	12·6	3·5
Nov.	34·0	17·5	8·1	29·9	19·0	13·8	11·6	3·0
Dec.	30·8	15·8	6·3	26·4	16·6	11·9	10·3	2·9
1969 Jan.	38·1	19·6	8·3	32·0	20·0	14·6	12·4	3·2

(*a*) Estimated. (*b*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (*c*) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In January deliveries of semi-worsted yarn were 1·0 million lb.

Textile and clothing industries: orders and deliveries

IN THE three months ending January 1969 net new orders received by the textile and clothing industries were 1 per cent less than in the three months ending October 1968; they were, however, at a higher level than deliveries during the period with the result that order books were 3 per cent more at the end of January than at the end of October.

The above comparisons are based on the seasonally adjusted series in the accompanying table.

Textile and clothing industries (a)

Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
1960	136		103		103	
1961	104		91		99	
1962	100		92		93	
1963	117		100		95	
1964	124		99		98	
1965	121		98		99	
1966	105		92		97	
1967	114		93		91	
1968*	129		99		96	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1966 1st quarter	122	122	100	98	101	99
2nd quarter	127	124	102	100	97	99
3rd quarter	109	115	75	87	92	96
4th quarter	105	105	93	84	97	93
1967 1st quarter	104	104	89	90	90	91
2nd quarter	107	104	93	88	90	89
3rd quarter	100	105	81	94	88	91
4th quarter	114	114	109	100	96	93
1968 1st quarter	117	117	99	97	96	94
2nd quarter	129	125	106	104	95	97
3rd quarter	122	129	85	99	91	95
4th quarter*	129	129	107	98	100	96

	Orders-on-hand (end of period)		Net new orders		Deliveries	
	April 1959 = 100		Average 1959 deliveries = 100		Average 1959 deliveries = 100	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1967 November	112	109	121	99	99	91
December	114	114	95	108	89	97
1968 January	115	114	88	92	86	90
February	115	116	101	96	99	93
March	117	117	109	103	104	99
April	121	120	102	101	91	94
May	128	124	115	106	97	94
June	129	125	100	104	97	103
July	124	124	71	86	85	92
August	123	126	86	106	89	96
September	122	129	99	106	100	98
October*	123	126	109	91	105	95
November*	129	126	125	102	107	98
December*	129	129	89	100	87	95
1969 January*	130	130	94	99	91	95

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibres industries. (*b*) At constant (average 1958) prices. *Provisional.

Index of retail prices for February

THE Department of Employment and Productivity announce that at February 18 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 129.8, compared with 129.1 at January 14. The principal changes affecting the index during the month were rises in the average levels of prices of tomatoes and other fresh vegetables, whose prices vary seasonally.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during February 1969, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Not exceeding £100	—	1,230	1,230
Over £100 but under £1,000	—	85	85
£1,000 but under £10,000	—	477	477
£10,000 but under £50,000	—	77	77
£50,000 but under £100,000	—	10	10
£100,000 but under £1,000,000	—	12	12
£1,000,000 and over	—	1	1
Total number	—	1,892	1,892
Total amount of Nominal Capital	'000's £—	'000's £7,408	'00's £7,408

Companies registered in Great Britain in 1968 and 1969

	1968		1968	
	Number	Nominal Capital £'000's	Number	Nominal Capital £'000's
January	1,395	5,721	2,077	*6,597
February	1,440	7,323	1,892	7,408
March	1,749	7,592		
April	1,543	5,124		
May	1,837	4,034		
June	1,546	3,735		
July	1,780	4,748		
August	1,742	3,836		
September	1,601	4,316		
October	1,921	5,604		
November	1,829	3,713		
December	1,774	6,178		
Total	20,157	61,924		

* Amended figure.

Northern Ireland index of production

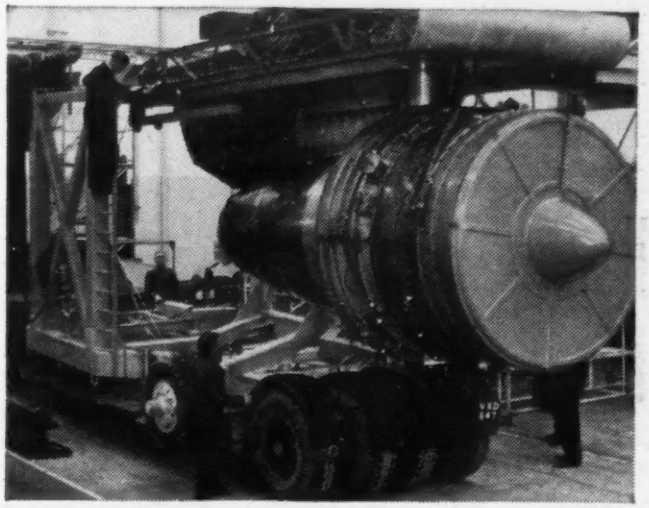
THE PROVISIONAL index of industrial production for Northern Ireland for January, 1969 prepared by the Ministry of Commerce is 145 (1963=100). This is 5 points higher than for December, 1968 and 7 points higher than for January, 1968.

The index numbers for the main industrial groups with the increase or decrease on January 1968 shown in brackets are: textiles 179 (+33 points); clothing 110 (+10); engineering and metals 122 (−1); food, drink and tobacco 108 (−3); timber and furniture 131 (+10); mineral products 104 (−6); other manufacturing industries 203 (+11); gas, electricity and water 192 (+17).

New companies registered in Northern Ireland

IN THE month of February 26 private companies with a total nominal capital of just over £199,000 were registered in Northern Ireland.

During the period January-February 52 companies with a total nominal capital of almost £281,000 were registered as compared with 53 companies with a total nominal capital of just over £517,000 in the same period of 1968.



The intensive development programme of the RB.211 three-shaft turbofan for the Lockheed L.1011 TriStar includes simulated altitude tests in the United Kingdom National Gas Turbine Establishment Altitude Test Facility at Pyestock, Hants, which is being modified to accommodate the engine. Photo shows the RB.211 being prepared for its journey from Derby to Pyestock for installation in the NGTE facility. Actual in-flight development of the engine will be carried out in a modified Vickers VC10 airliner with two of its Rolls-Royce Conway turbofans replaced by a single RB.211. First flight of this 'flying test bed' is to take place early in 1970.

Motor vehicle registrations: new Business Monitor

THE BUSINESS MONITOR Series has been extended by the introduction this week of a monitor for motor vehicle registrations (M.1 in the new Miscellaneous Series). The statistics are collected by the Ministry of Transport and the Northern Ireland Ministry of Development and the new monitor supersedes the series previously published by the Ministry of Transport who will, however, continue to announce provisional monthly figures. Each issue will contain the latest registration statistics for cars, commercial vehicles, motorcycles, agricultural tractors, etc., with a breakdown of detail including sub-classes of vehicles, size and type of fuel used. Quarterly supplements will give registrations in individual licensing authority areas. The subscription charged is £5 5s. per annum: reduced rates are offered for bulk orders.

Inquiries should be addressed to Business Monitor Section, Board of Trade, 20 Great Smith Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3537), and orders to HMSO, PO Box 569, London, S.E.1.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

Production Series:

Monthly at £1 a year, post free:
Cars and Commercial Vehicles for January 1969
Pottery and Electrical Ware for January 1969
Home Grown Timber for January 1969
Wood Chipboard for January 1969
Salt for January 1969
Footwear for January 1969.

Quarterly at 7s. 6d. a year, post free:
Manufactured Stationery and Allied Paper and Board Products for October-December 1968
Agricultural Machinery for July-September 1968
Jewellery for October-December 1968
Soap and Synthetic Detergents for October-December 1968
Toys, Games and Sports Equipment for October-December 1968
Pens and Pencils for October-December 1968.

A complete list of titles in the Production Series was last published in the *Board of Trade Journal* on March 14, page 750.

Miscellaneous Series:

Monthly at £5 5s. a year, post free:
Motor Vehicle Registrations for January 1969.

THE INTERNATIONAL FREIGHTING EXHIBITION & CONFERENCE

April 14–18 1969

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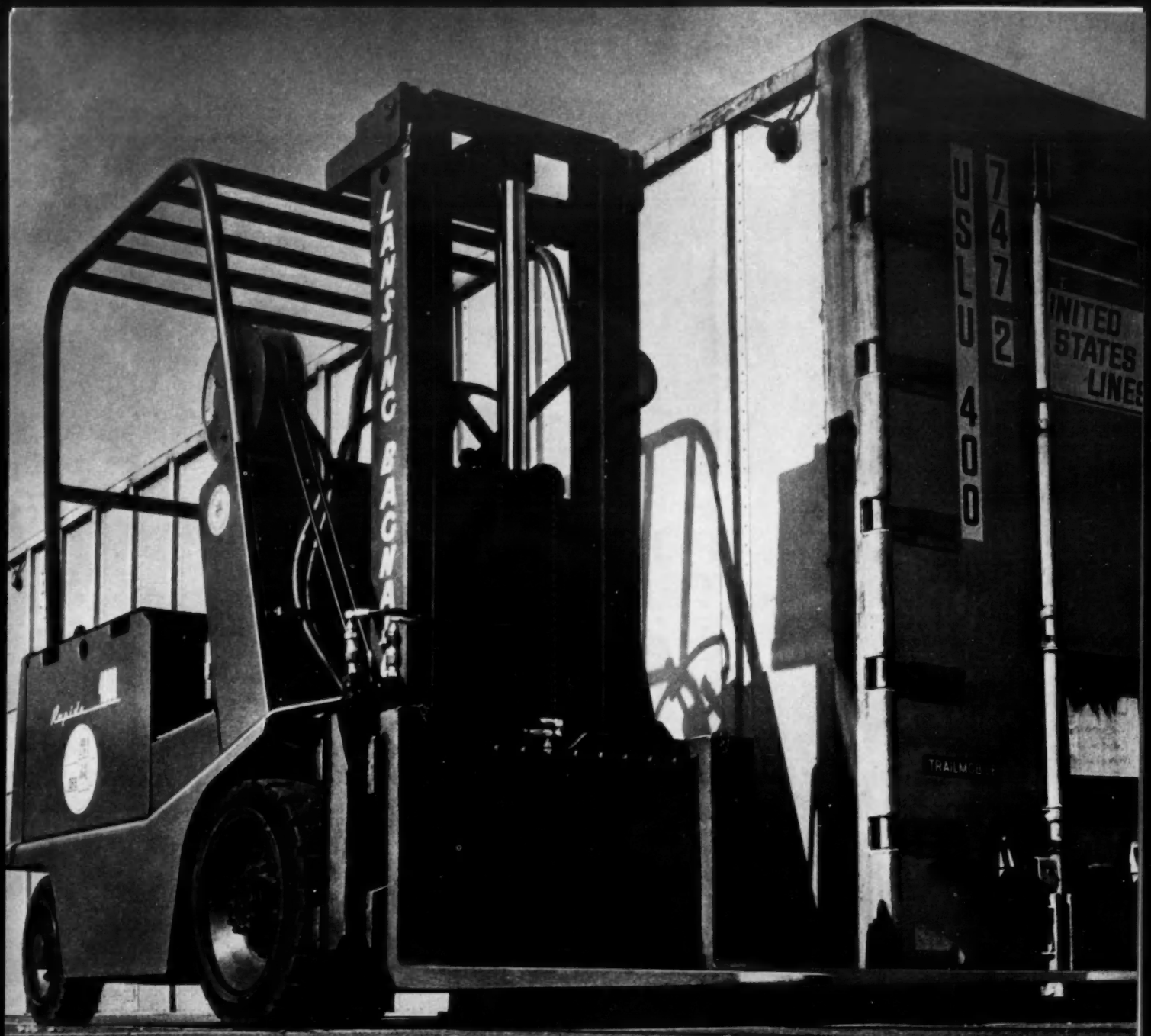

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PRE-VIEW OF INTERNATIONAL FREIGHTING EXHIBITION AND CONFERENCE

PORTS AND TERMINALS 69

Pointers to the future of freight handling and movement

Contributed by Maclean-Hunter Limited, organizers of the exhibition and publishers of the journal:
Ports and Terminals — International Freighting

THE CONTAINER revolution, the proposed establishment of a National Ports Authority in Britain, the advent of the jumbo jet and the increasing sophistication in the overall handling and movement of freight by sea, air, road, rail and waterway . . . That is the background against which Ports and Terminals '69 the International Freighting Exhibition and Conference is being staged.

Nearly 100 companies and port and transport organizations will be exhibiting at the Belle Vue Exhibition Halls, Manchester, from April 14 to 18. Visitors are expected from many parts of the world and particularly from throughout Europe and North America.

Exhibits will cover both transport services and handling equipment. Sea, air, road and rail transport operators will be well represented and the handling equipment on show will range from the ubiquitous fork-lift truck to giant container handling machinery.

The biggest – and probably the lightest – single exhibit will be an 'air house'. Measuring 100 ft. long by 60 ft. wide by 20 ft. high, it is held up by heat and air pressure from four corner fans. It is held in position by a metal ribbon pegged into the ground round the base. The manufacturers are Gourock Ropeworks, of Port Glasgow, and their agents, Springfield Warehousing and Wharfage Co. (Manchester) will use it as their own display hall in the exhibition grounds to house their pallets, fork-lift trucks and other mechanical handling equipment.

Largest representation ever

The exhibition will see the largest representation ever of British ports at a single show. There will be 32 ports represented, including those of the British Transport Docks Board and the ports of London, Dover, Felixstowe, Great Yarmouth, Manchester, Sheerness and Tees and Hartlepool.

With containerization developing rapidly on many of the major trade routes, this form of transport and the equipment it employs will be well represented.

One of the first British lines to provide specialized container services is a 'local' company – Manchester Liners. This company and several other container operators will be taking part.

Containers built by several of the leading British manufacturers will be on show. And, as an indication of what a competitive field this is, some of their main European rivals, will also be represented.

Evolution of unitized transport

The new trends in international transport, which include the further development of roll-on/roll-off services and pallet ships, have stemmed from the need for greater speed and efficiency and thus increased mechanization and automation. More and more the pattern is to handle cargo – whether it goes by surface or air transport – in standardized units rather than as individual items of all shapes and sizes.

This enables ships and aircraft to be turned round faster and so have a fuller utilization. In turn the British exporter is offered greater speed and efficiency.

It has already been established that with these modern shipping methods British goods can reach many of the main industrial and population centres of Europe as fast as, or faster than, from neighbouring continental countries.

There is growing competition on the short-sea routes from Britain to Europe between the roll-on/roll-off services and the new specialized container services.

Roll-on/roll-off services have developed over the past 20 years, The ships are designed with ramps and vehicle decks which allow lorries, trailers, cars and other 'freight-on-wheels' to be driven on and off the ship without any other form of lifting and handling.

More recently on the scene are the cellular container ships. These are the link in another door-to-door form of transport and while the containers need to be lifted on and off the ships rather than driven on and off, this method is highly competitive in speed and cost.

Pallet ships are also in service on some routes. Such ships have ramps and side ports to enable cargo to be carried straight into the holds by fork-lift trucks.

All cargo is pre-palletized, either by the shipper or by the shipping line. As with container ships and roll-on/roll-off, these vessels have the advantage of fast loading and discharging.

After many years in which there was little change in the design of ships, the shipping industry is now going through a greatly increased tempo of evolution.

The days when a shipowner could order his new ship as a replica of her predecessor have gone, according to Lord Geddes, past president of the United Kingdom Chamber of Shipping.

'Almost every new ship nowadays represents a step in evolution, contrived from the ideas that the owner has gathered from his own and other people's experience,' he said recently.

Specialized handling methods

On the equipment side, the rapid growth of containerization has brought with it the need for specialized handling methods and mechanisms.

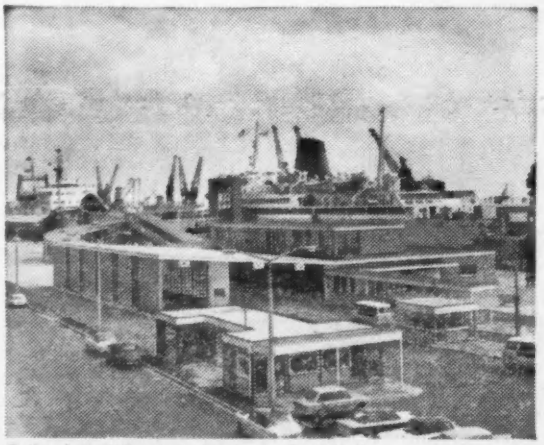
Ideally, containerization should be a door-to-door service in which the goods are loaded into the container at the shipper's loading dock and are then untouched until they reach their destination.

Similarly, the container itself should be subjected to a minimum of handling. In some systems the container is on the same trailer throughout its overland journey and the only handling is the transfer shore-to-ship and ship-to-shore.

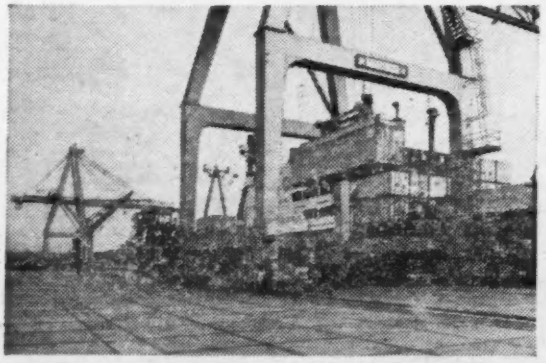
Continued on page v

What makes the Docks Board tick?

See how Britain's 19 nationally-owned ports are run. Stand B 1/2/3, Ports and Terminals Exhibition, Belle Vue, Manchester, April 14th–18th



Roll-on/roll-off Terminal, King George Dock, Hull.



The container berth at Southampton Britain's south coast container port.

How does a Board in London control 19 ports in England, Wales and Scotland, invest £55 million in 6 years, and make a profit year after year?

Ports and Terminals Exhibition provides the first-ever opportunity to see how the Docks Board really works; how group services make for greater efficiency and faster progress at the 19 ports. See what makes the Docks Board tick in the fields of organisation, accountancy, staff, engineering, commerce and computers. See how Britain's nationally-owned profit-making port authority operates – *today*.

British Transport Docks Board
A NATIONWIDE PORTS SERVICE

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In practice, however, there may be several other intermediate handlings. It may be more practicable or economic or faster for the container to be transported by rail for the main part of its overland journey, with a short haul by road to the rail terminal.

At the port container terminal there will almost certainly be a transfer from road or rail vehicle to a marshalling area and another from the marshalling area to the ship.

The goods themselves may not make a complete container load and will be transported to a consolidation area 'loose' to be combined with other goods into container loads, with a similar unpacking and delivery system near destination.

Need for versatile handling equipment

So although eventually, on some routes, there will be fully automated systems, at present there is still a need at all points for fairly versatile handling equipment. And on many routes there will be this need so long as is foreseeable.

The highly specialized equipment, such as the giant high-speed container cranes, is very expensive. In fact, this type of investment will only be necessary for those comparatively few ports on the trunk route served by cellular container-ships.

On the feeder routes and where the ships are not of the cellular type, the call will be for more versatile and less expensive equipment.

Cargo in ships with ramps and side ports is handled by fork-lift trucks and sideloaders. The right mixture will provide a small fleet capable of handling efficiently a cargo ranging from small pallets to large containers.

The same equipment is used not only for loading and discharging, of course, but also for the movement and stacking of units in the port area.

Straddle carriers and other forms of more specialized lifting and shifting vehicles are available for handling containers, stacking them and transporting them in the port.

With containers, efficient mechanized methods are absolutely essential. Equipment is needed for loading and discharging, for intermediate handling and transporting and possibly for stacking.

Use of fork-lift trucks

Even the packing and unpacking of containers (otherwise variously known as 'stuffing' and 'unstuffing' or "vanning' and 'unvanning') is frequently mechanized. The goods, where appropriate, are first palletized and the pallets handled into the container by fork-lift trucks.

Many fork-lift truck manufacturers now make low-profile trucks designed to operate inside containers. Similarly, there are fork-lift trucks designed specifically for working in ships' holds. They break down into two or three easily detachable and attachable parts and have lifting lugs for handling in and out of holds.

The variety of forks and other attachments is almost limitless, enabling trucks to handle virtually any type of goods no matter how fragile or awkwardly shaped.

Much has been done to modernize Britain's ports during the past few years. There was a long period after World War II when ports in the United Kingdom were open to considerable criticism for lacking facilities, being antiquated and for having deplorable labour conditions.

Today, while nobody would claim that perfection has yet been reached, the situation has changed dramatically. Many of Britain's ports are among the best equipped in the world.

Change in docks system

A further change in the docks system is imminent with the Government's proposal to take into public ownership the larger ports.

They will come under a National Ports Authority, which will act as a holding company. The ports to be nationalized will be those handling traffic with a volume over 5 million tons in 1967.

These are London, Liverpool, the ports of the British Transport Docks Board – which include Southampton, Hull, Newport and Cardiff – Manchester, Milford Haven, the Medway ports, the Clyde ports, Bristol and the Forth, Tyne and Tees ports.

The increasing tempo of port modernization is indicated by the growth over the past few years of capital expenditure – £19 million in 1963, £20 million in 1964, £24 million in 1965, £35 million in 1966 and £50 million in 1967.

A Tor Line freight container, mounted on a Mark 3 Boden Skeltal semi-trailer, will be exhibited on the outside display park. Tor Line's own containers and flats already total more than 400 units. The Lidhult fork-lift truck is designed for operation either with fork-lifts alone, or with a spreader to handle ISO containers. Recently added to Tor Line's fleet of mobile lifting equipment, this machine provides both increased flexibility and mobility to the handling of containerized and 'lift-unit' cargo. A model of their planned new ferries will be displayed inside the exhibition hall with descriptive literature covering the whole range of services offered.

Wm. Brown Atkinson engaged in packaged timber forwarding at King George Dock, Hull.

The biggest single project has been the major expansion at Tilbury by the Port of London Authority to provide new container and other specialized berths, plus a giant grain terminal.

Mersey Docks and Harbour Board has recently embarked on a major expansion project designed to keep Liverpool as one of Europe's leading ports.

One of the most rapidly developing smaller ports is Felixstowe which, as a result of taking the plunge early into container facilities, is currently handling more containers than any other British port.

The dilemma in which ports have found themselves as a result of the container revolution was recently expressed by Mr. Dudley Perkins, director-general of the Port of London Authority.

The port authority had to ask itself: 'Is the vast additional

(*Continued on next page*)

PORT AND TERMINALS EXHIBITION, *continued*

expense of the container business justified?' he said. 'I must hedge my bets. I must be prepared to service both the purpose-built drive-on, drive-off ship and the container ship.'

Mr. Perkins said he was a strong believer in the future of containers. The expense of container berths at London was high.

Each berth required a container crane costing a quarter-of-a-million pounds, up to 12 straddle carriers at £40,000 each and construction costs to provide vast paved acreages of supporting land behind deep-water quays and sheds for customs examination of containers and for container servicing.

'This cost can be justified if the throughput is 10 times as great as that from a conventional cargo ship. It can be. And it is up to the port operator to see that it is.'

Air transport at the exhibition

The air transport industry will be represented at the exhibition. Participants will include BOAC, Manchester Airport and Emery Air Freight Corporation.

The air industry has also been going ahead with its own form of containerization. The International Air Transport Association has drawn up a short list of 17 types of approved air containers.

The main measurements at present are based on the 88 in. by 108 in. or 88 in. by 125 in. standard dimensions for air pallets. These two sizes are suited to the majority of today's aircraft, including the DC-8, all the Boeing range and the Argosy freighters.

But the situation may change when the new Boeing 747 jumbo jet comes into service. The cargo holds of the passenger version will carry as much freight as a Boeing 707 freighter.

If and when freighter versions of the giant 747 are introduced, they will be capable of carrying the standard containers of surface transport – 8 ft. wide by 8 ft. high by 10, 20, 30 and 40 ft. long.

The exhibition will be opened on April 14 by Mr. Richard Marsh, Minister of Transport, who will tour the halls to see for himself the technical and conceptual innovations introduced by industries concerned with freight movement and handling.

Altogether, the exhibition and conference will cover an area of three acres. This includes 50,000 square feet of indoor stand space and 20,000 square feet of outdoor display area.

The organizers are Maclean-Hunter Limited, publishers of the journal *Ports and Terminals-International Freighting.*

INTERNATIONAL CONFERENCE

Perspectives and priorities in international freighting

UNDER THE SAME roof as the Ports & Terminals '69 Exhibition will be an international conference with the theme 'Perspectives and priorities in international freighting'.

The three-day conference opens on April 15. There will be 40 speakers, all of them leading authorities on various aspects of transport.

There will be no pre-written papers. Instead, at each session there will be two panels of speakers, one panel representing the providers of the services under discussion and the other the users.

The speakers will make brief opening statements and then the two sides will set-to with spontaneous and relevant discussion. The arrangements also allow for a large measure of participation from delegates.

This formula was introduced at the first Ports & Terminals conference in Brighton in 1967.

The conference will be opened on Tuesday, April 15, by Mr. Robert Stokes, chairman of Manchester Liners Ltd. It is officially supported by the International Cargo Handling Co-ordination Association, the Port of London Authority, the British Transport Docks Board, the Export Council for Europe and British Railways Board.

The sessions will be on: 1, Deepsea ports and trades; 2, Shortsea ports and trades; 3, Airfreight and airports; 4, Inland transport – road, rail and waterway; 5, The role of the forwarding agents and through-service operator.

The final session will be entitled 'The Crystal Ball'. In it speakers will present their views and theories on what the international transport future holds.

The conference will be under the chairmanship of Sir Alexander Glen, past chairman of the Export Council for Europe, member of the British National Export Council, and chairman of H. Clarkson and Co., shipbrokers and shipowners.

These are the speakers:

Mr. P. Bates, deputy chairman, Cunard and Atlantic Container Line.

Mr. G. F. Cole, chairman, Alltransport Ltd., managing director, Astar Holdings Ltd.

Mr. Sidney A. Finnis, chairman, British Transport Docks Board.

Mr. Richard M. Friedl, assistant European manager, Emery Air Freight Corporation.

Mr. T. G. Gibb, general manager, British Railways – Freightliner Division.

Mr. O. H. Grafton, head of commercial department, British Waterways Board.

Mr. J. L. Harrington, general manager, British Rail, Shipping and International Services Division.

Mr. Erik Heirung, president, Fred Olsen Line.

Mr. Don Francis, manager, container marketing, Canadian Pacific.

Capt. Peter A. Leighton, Shoreham Port Authority.

Mr. Graham Hill, director of research and projects, British Airports Authority.

Mr. Allan M. Hobkirk, sales director, Pringle of Scotland Ltd.

Mr. Cyril Howard, director, EMH Air Services Ltd.

Mr. Helge Jensen, deputy managing director, DFDS – The United Steamship Company of Copenhagen.

Sir Henry Johnson, chairman, British Railways Board.

Mrs. D. Johnstone, secretary and commissioner, HM Customs and Excise.

Mr. D. J. M. Koek, freight director, KLM Royal Dutch Airlines.

The Earl of Kinnoull, president, National Council on Inland Transport.

Mr. P. A. Kunzler, director, NAT Transport Ltd.

Mr. J. Lada-Grodzicki, director, Davies, Turner and Co. Ltd.

Mr. Desmond Leeper, managing director, Lep Group of Companies.

Mr. J. A. Murley, director, Eurofreight Ltd.

Mr. Hans M. Marx, manager, systems engineering, Dortech Inc.

Mr. George Moore, cargo sales manager, Pan-America Airways.

Mr. Ian McArthur, Central Distribution Department, ICI Ltd.

Mr Clifford B. O'Hara, director of port commerce, Port of New York Authority.

Mr. T. O'Leary, national secretary of the docks group, Transport and General Workers Union.

Mr. Dudley Perkins, director-general, Port of London Authority.

Mr. V. J. Simpson, export shipping controller, Raleigh Industries Ltd.

Mr. Robert B. Stoker, chairman, Manchester Liners Ltd.

Mr. J. C. Swain, shipping manager, Linotype and Machinery Ltd.

Mr. Ian Trelawny, general manager, Felixstowe Dock and Railway Co.

Mr. D. F. Weirda, vice-president, freight traffic, United States Lines.

Mr. Sidney Weighell, assistant general secretary, National Union of Railwaymen.

Mr. John A. H. Wilkinson, shipping manager, flat glass division, Pilkington Bros. Ltd.

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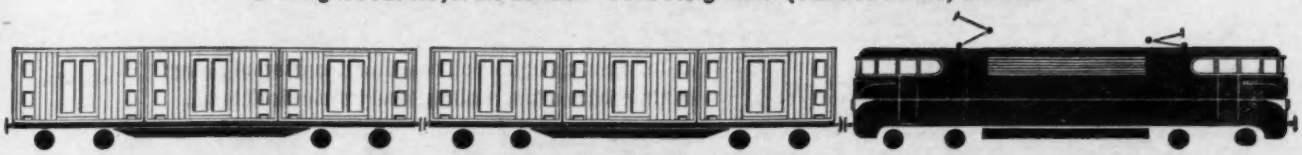

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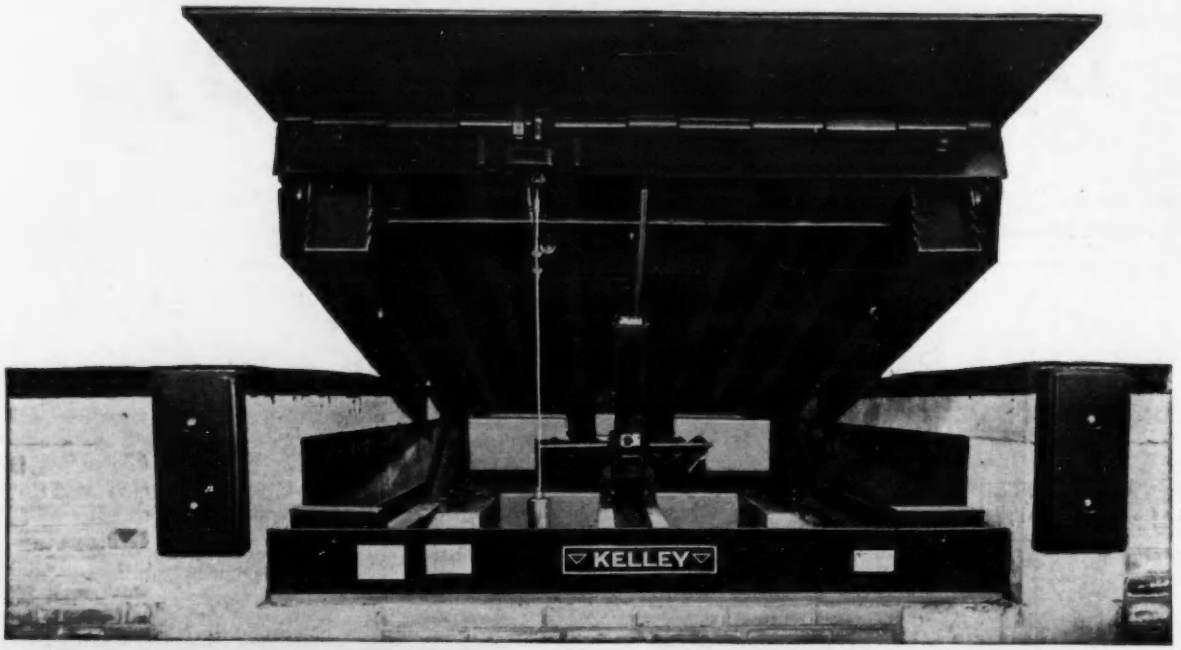

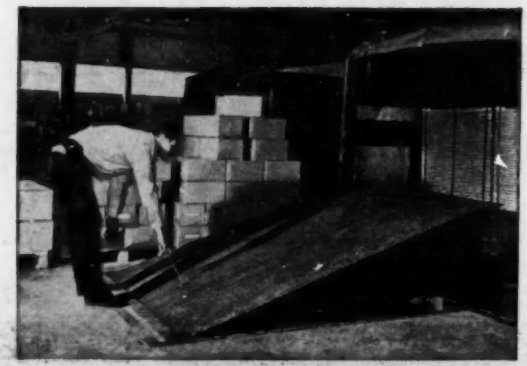

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The container revolution

By J. T. Williams, BSc (Eng), FICE, MIStructE, Director of Engineering, National Ports Council

IT HAS BECOME fashionable in transport circles during the past two years to refer glibly to the 'container revolution' to such an extent that we sometimes lose sight of the fact that the rapid extension of the use of containers for shipping general cargo is only a part – admittedly an extremely significant part – of an even greater whole.

It is the entire field of seaborne transport that is being revolutionized in an unrelenting drive to achieve maximum productivity. Ships of greatly increased size are being developed to take advantage of the economies of scale. This trend is most noticeable in the movement of bulk cargoes, e.g. oil and iron ore, but may also be seen in the general cargo trades. Efforts are also being made to reduce port turn-round times by developing more efficient methods of loading and discharging cargoes. Here, too, the cargoes that lend themselves most readily to such developments are the bulks; indeed, containerization can be regarded as a method of applying, as far as possible, bulk handling techniques to heterogeneous general cargoes.

Even if we restrict ourselves to the field of general cargo, containerization is not the only approach to the problem. It is one facet of the concept of 'unitization', which also embraces the roll-on/roll-off vehicle ferry; the pre-packing of parcels of cargo on to pallets for ease of handling by modern mechanical aids, e.g. fork-lift trucks; and the use of standardized packaged units in the specialized timber trade. Within this total concept the significance of containerization is its current rate of growth compared with the other methods, and the virtual certainty that container services will dominate the general cargo trades, both short sea and deep sea, by the end of the next decade.

Cost consideration

I have felt it necessary to stress the all-embracing nature of current developments because of their impact upon the ports. The use of much bigger ships, requiring deeper water at the berth, and the development of new techniques of cargo handling, is involving the ports in the provision of extensive new facilities. The various methods of handling general cargo – containers, roll-on/roll-off, pallets, and so on – each require quite separate facilities: where formerly a port could provide a standard type of general cargo berth that could serve any vessel that presented itself, now a number of different types of berth must be available, and the port planner has the difficult task of attempting to assess the future requirements of port users for each type of facility.

The problem can best be understood by considering the cost of constructing and equipping a container berth. For a full deep-sea

Continued on page xiii

Normandy Ferries roll-on, roll-off service carries all kinds of freight in all weathers direct from Southampton to Europe.

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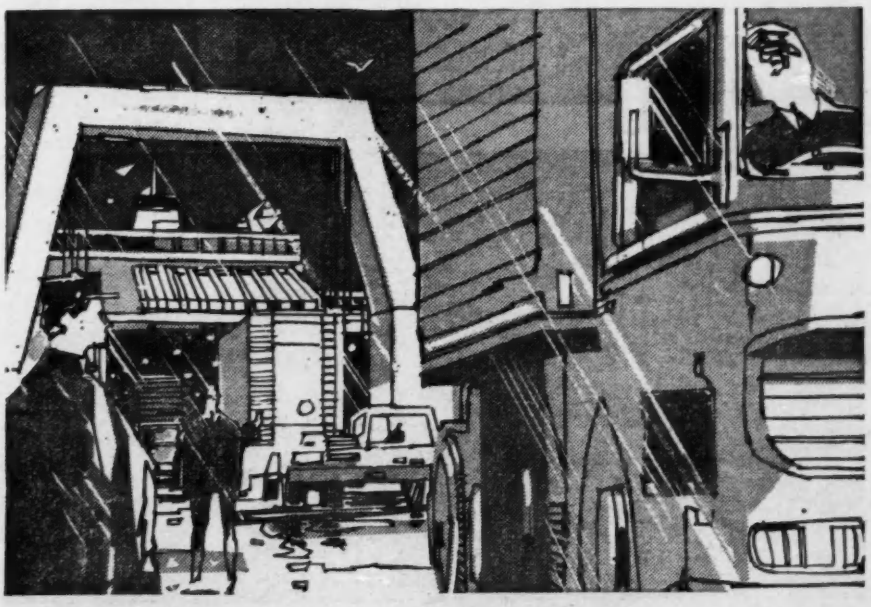

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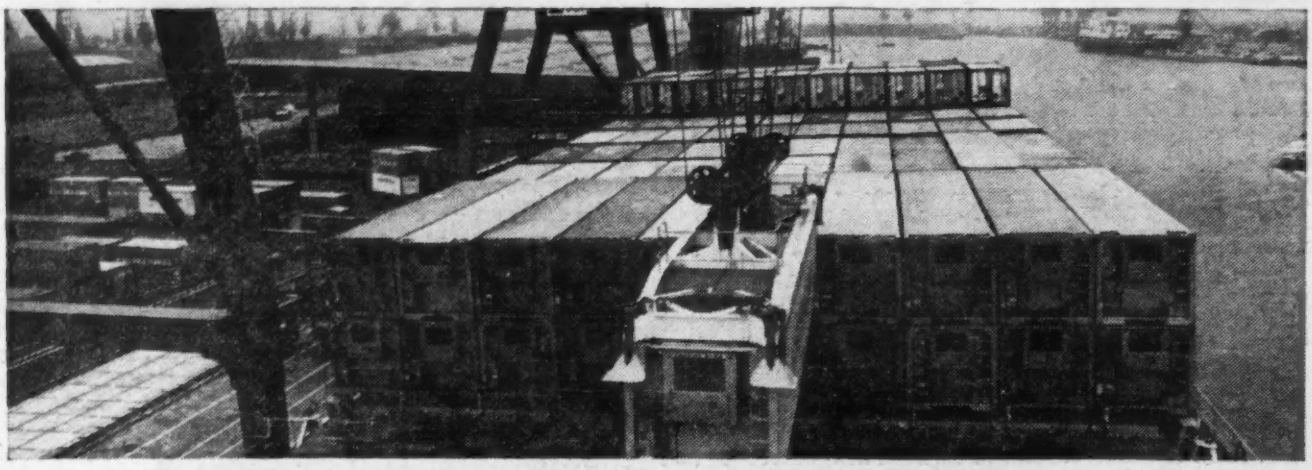

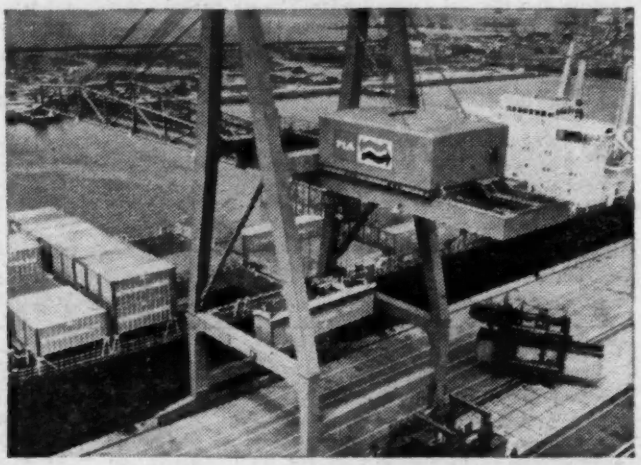

No. 40 berth at the PLA's new Tilbury Dock extension is equipped as a terminal for the transatlantic container service operated by United States Lines. The operation employs two Paceco-Vickers 'Portainer' cranes, each of 30 tons capacity, and Clark Straddle Carriers. Pictures show: (top) the two Portainer cranes loading containers on to the deck of the 'American Lancer'; (left-centre) the quayside scene during the loading of the 'American Lancer'. Note the highly mechanized nature of the operation; (right-centre) bird's-eye view of the loading operation. Note that the deck hatches are open and the container on the crane is to be stowed below decks; (bottom) the parking area behind No. 40 berth. Note the double stacking of containers which is made possible with the use of the Clark straddle carriers shown in pictures 2 and 3.

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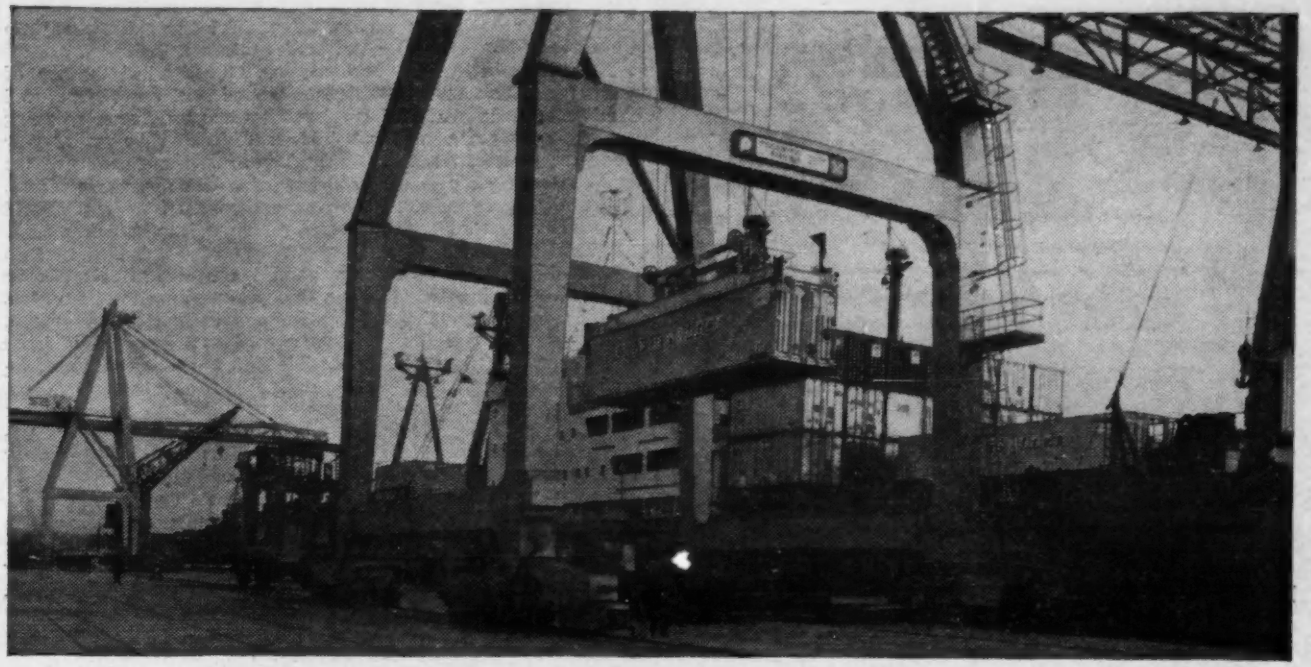

Containers for America being loaded at the British Transport Docks Board's new ocean container terminal at Southampton.

service this could well exceed £2 million. The theoretical throughput of such a berth is of the order of one million tons a year. Each such berth might thus replace up to 10 conventional general cargo berths. Indeed, a very few such berths could, in theory, at least, handle all Britain's potential container traffic. The provision of such berths must clearly be planned with some care, as excessive provision could involve the ports concerned in substantial loss. It has been the aim of the National Ports Council, in appraising proposals put forward by port authorities, to guard against undue over-provision (some small excess capacity as a factor of safety is naturally essential), while at the same time ensuring that the nation's port system will be able to satisfy the likely demand.

Port facilities

At present facilities for handling deep-sea container traffic exist, or are being developed, at Tilbury, Southampton, Liverpool, Manchester, Greenock, Grangemouth, Felixstowe, Newport and Bristol. These should be sufficient to meet the demand into the early '70s. The most important developments are at Tilbury and Liverpool – at Tilbury a new dock basin has been constructed to provide up to six container berths, three packaged timber berths, and other facilities; at Liverpool (Seaforth) a seawards extension of the existing docks system will include three container berths, and, in addition, seven berths catering for various other traffics.

The main requirements of such container berths – i.e. those serving trans-ocean traffic – are sufficient depth of water to accommodate the large vessels being built for these services; special-purpose quay cranes designed for rapid transfer of standard containers between the container storage area and the vessel; and sufficient land area close to the berth to store at least two shiploads of containers – i.e. to accommodate the arriving and departing containers without congestion. It has been estimated that up to 20 acres of land should be allowed for each container berth, compared with three to five acres for a traditional general cargo berth.

The landward approaches to the berth must be adequate to accommodate the large volume of traffic that such a berth will inevitably generate. The key to success of the system is rapid transit; any delays through congestion would seriously jeopardize the financial success of the venture. Furthermore, the entire operation will be subject to a much tighter schedule than is possible, or necessary, with conventional general cargo traffic; a high level of organizational skill will be called for.

It is probably true to say that the use of containers has commended itself to shipping companies and transport operators primarily because of its influence on ship turn-round time and port operating efficiency, but however important the port's contribution, it is only one of a number of influences upon the total viability of the system. The maximum advantage of container transport may well derive from its exploitation as a 'through-transport' concept in which goods will be assembled into containers at central depots away from the ports and close to the points of origin. Customs clearance would be given at these depots and the containers would be shipped through the ports under customs seal. Incoming consignments would be handled in the same way, and containers would thus move between inland points in the countries of origin and destination, with central clearance depots replacing the port transit sheds and warehouses of the traditional system.

A pattern of such clearance depots is being developed by container service operators throughout the country. British Rail's 'Freight-liner' network is a further element in the system. It will be readily appreciated that the way in which flows of traffic develop between these depots and the ports will vitally affect the type and quantity of facilities to be provided at specific ports. A great deal of research is at present in progress to provide some of these answers. Individual ports have initiated studies of their own to assist their own planning efforts; the National Ports Council have commissioned studies to assist them in assessing the total national requirement; and a number of Government studies are in progress also designed to forecast future national needs.

Quite a separate aspect of research is the strictly operational one of how best to handle containers on the berth. Container handling cranes and equipment are expensive and the investment in ships and the containers themselves is very large. The emphasis of the whole system is on productivity; it is therefore necessary to determine the most efficient method of operating the berth. To provide

(*Continued on next page*)

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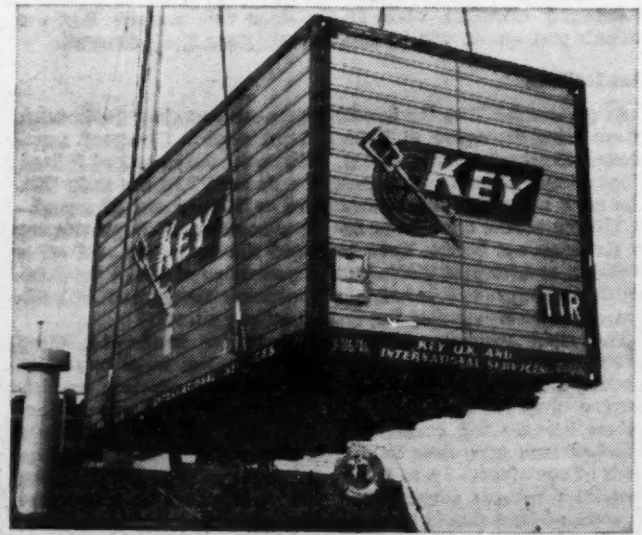
some guidance in the planning of such facilities the National Ports Council have conducted studies, using simulation techniques, into a number of different systems of berth operation.

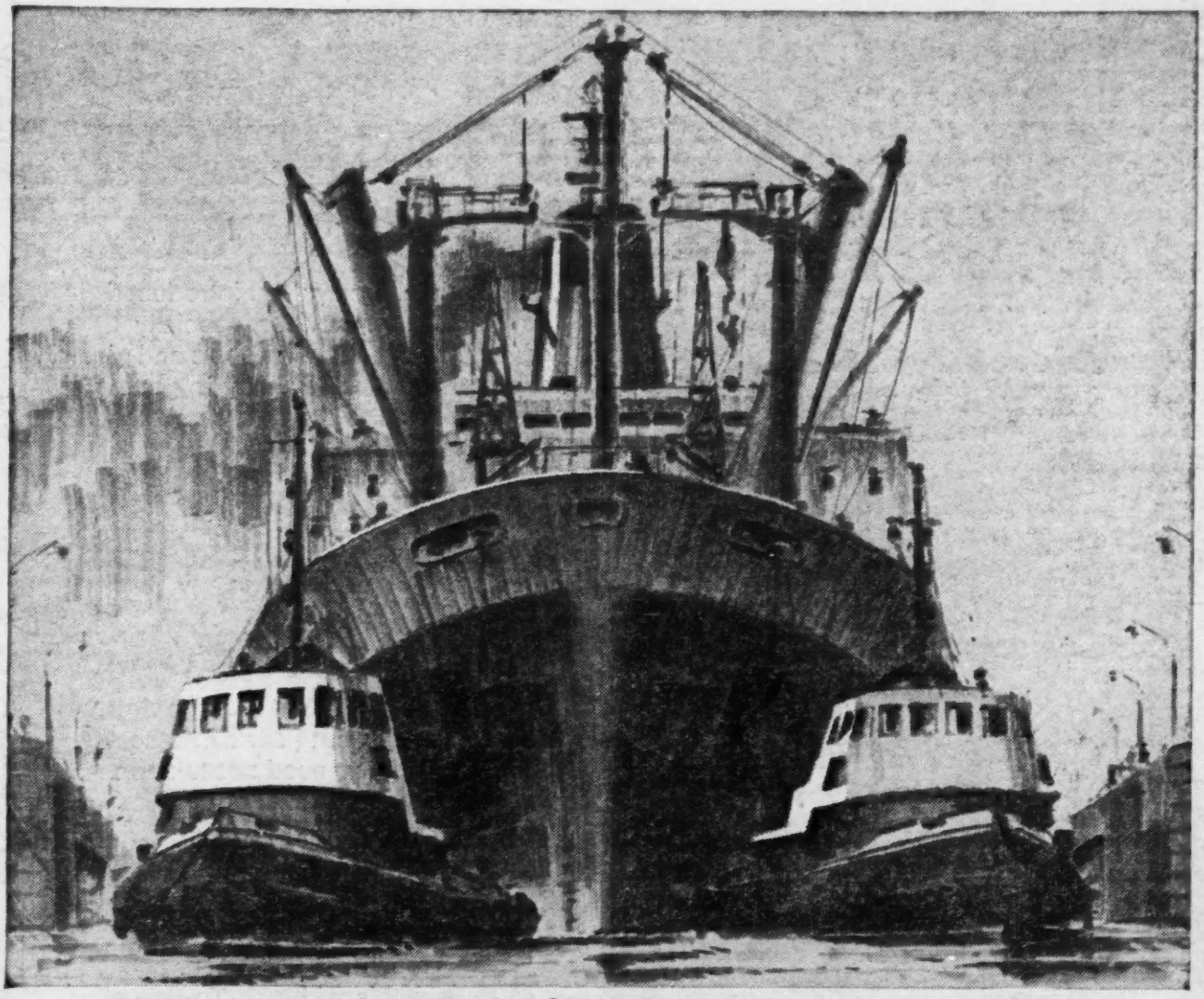
Four different systems were studied. One entailed the use of quay cranes, tractors and trailers; a second used quay cranes and straddle carriers; the third employed transporter cranes spanning the whole container park; and the fourth involved the use of quay cranes, tractor trailers and 'Goliath' cranes. An evaluation of the comparative costs of the four systems has also been carried out. The studies have indicated that, on a theoretical basis, it should be possible to turn round a large container ship, carrying 1,200 standard 20 ft. containers, in about 36 hours, provided that an efficient distribution of containers on the landward side can be achieved. Allowing for only one ship per week on the berth, this would give an annual throughput of one million tons of cargo. Some operators put the potential capacity at considerably more than this, which may well be possible with the development of information and data handling systems.

It has been estimated that something like half to three quarters of the general cargo traffic of the United Kingdom might eventually be containerized. But this total will be influenced by many factors which will be quite outside the ability of the ports to control. To the extent to which they compete among themselves, by the facilities they offer they can influence the extent to which they attract traffic. From the national standpoint, however, the total number of container berths that will be required ultimately will be finite, and not very large – a study carried out for the National Ports Council suggested that the total requirement by 1975 would lie somewhere between 17 and 23 berths, depending on the rate of growth of the economy.

Fortunately for the ports, the introduction of a deep-sea container service entails considerable forward planning and, generally, the intentions of the operators are known far enough in advance to enable the ports to make the necessary plans. That is the situation at the moment. A great deal has been said about the 'container revolution' which has already made an impact on the short sea trades. In the ocean trades development will be largely based upon the forward plans of the big shipping lines – the revolution is only just starting. The container will really come into its own during the next 12 months. The testing time has still to come.



A 16 ft. x 8 ft. x 8 ft. Key container being loaded at Hull for shipment to Rotterdam. The Key Warehousing and Transport Co. Ltd., Marfleet Avenue, Hull, is the international road haulage subsidiary of Ellerman's Wilson Line Limited.



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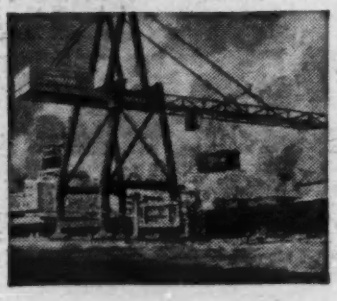

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Birkenhead . Brunswick House, Market Street, Birkenhead. Tel.: (051) 647 8081. (Office closes March 31, 1969).

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PORTS AND TERMINALS 69

Features from the Stands

Below are selections from the wide variety of exhibits which will be displayed on the stands. Space precludes mentioning the products of every exhibitor.

Government assistance to exporters

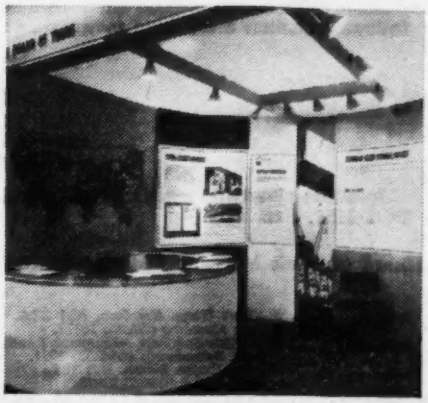
The overall theme of the Board of Trade stand will be the assistance offered by the Government and other agencies to British exporters. In particular it will highlight the services freely provided by the Board's Export Services Branch and its regional offices with the aid of the commercial officers of HM Diplomatic Services in some 200 posts throughout the world. Officials of the Board's Manchester office will be on hand throughout the week to give advice and help with exporters' problems.

A wide range of booklets and pamphlets will be freely available including the following: Export Handbook No. 1, a guide to the help exporters can get from the Government and other organizations. Export Handbook No. 2, details the different forms of credit insurance and financial support available through the Export Credits Guarantee Department. Export Handbook No. 3, a guide to the types of organization that may be used for efficient exporting. Export Handbook No. 4, brings to the attention of British exporters the existence in some countries of legislation which might give rise to unforeseen difficulties in the relationship between principal and agent. *Board of Trade Journal*. Regular surveys on prospects for United Kingdom goods overseas as well as statistical information. Published every Friday, price 2s. or £6 18s. 6d. per annum including surface or inland postage. *Export Service Bulletin*. Details of capital projects out for tender, capital projects opportunities; overseas agencies for British goods. Annual subscription £10 10s. including postage. Each additional copy to same address costs £5 5s.

Pictorial insight

The Port of Manchester stand provides visitors with a pictorial insight into the varied services and facilities available at this major inland port. Attention is drawn to the Manchester Container Terminal serving the first all-British deep sea container service from Manchester to Montreal. Also featured are the docks at Runcorn and Ellesmere Port and the oil docks at Stanlow and the Queen Elizabeth II Dock at Eastham. An illuminated map shows the route and the extent of the Ship Canal sea-link whilst a back-projection film features the main facilities to be found on the banks

Continued on page xxi



The Board of Trade stand at the Ports and Terminals '67 exhibition at Brighton. For the forthcoming exhibition the stand has been redesigned, and will again be produced by the Exhibitions Division of the Central Office of Information.

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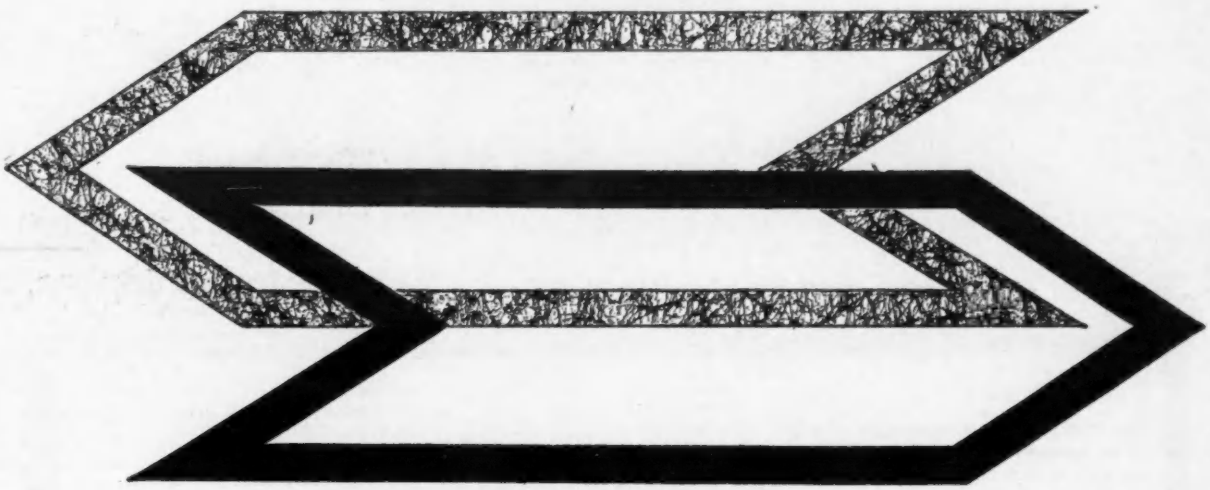

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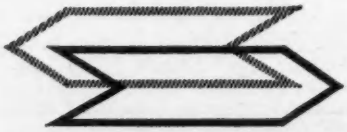

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Phone: 13.01.49
Cable address: MARPORT BRUSSELS

PORT OF BALTIMORE

Maryland Port Authority, Pier 2, Pratt Street, Baltimore, Maryland 21202
Charles I. Hughes, Director of Trade Development

FEATURES FROM THE STANDS, *continued*

of this unique waterway. The commercial aspects of the Port's activities are displayed on a map showing how the United Kingdom is covered by its commercial representatives. The staff on the stand will also be taking bookings daily from visitors who want to see the Manchester Docks for themselves. Each afternoon a coach will take a party from the Exhibition Hall to the Docks to board the tender, 'Daniel Adamson', and be taken on a 2-hour tour of the upper reaches of the waterway.

Network of 19 ports

'This is the Docks Board, Britain's multiport authority' is the theme which the British Transport Docks Board has chosen for its stand. The exhibit sets out to explain in detail how the Docks Board has been organized to administer a nationwide network of 19 ports. It will also show how, during the six years since the Docks Board was established in 1963, it has achieved a regular annual profit of over £1 million and made a capital investment of some £55 million on port improvements.

The exhibitor's stand will give the impression of a building with the roof lifted off. Inside, there are six bays, each one devoted to a facet of the Board's organization such as administration, accountancy, engineering, staff and commercial matters, and computers. Equipment, documents, maps and black and white and colour photographs in each bay will give visitors to the stand a clear picture of the many aspects of running a muliple port authority.

Container handling

The crane and deck machinery division of Stothert & Pitt Limited will be displaying photographs and models of their large range of container handling and cargo handling cranage. Engineers will be present to furnish any information required.

Types to meet the demand

British Railways workshops have already built thousands of containers for Freightliner and other users. They are strongly geared to meet container demand. Their stand shows two examples from a wide range. On view is a 20ft. 'Tilt' type container and a 20ft. covered container of glass-fibre coated plywood. Both models incorporate advanced design techniques.

Both containers exhibited are built to ISO and Lloyd's standards and are TIR approved.

British Rail Workshops will feature a new service at the exhibition, a complete repair and maintenance service for containers. While preferring long term maintenance contracts they will quote for any repair jobs

A Lansing Bagnall FOER.9 counterbalance fork truck entering a container. This truck is fitted with a powered sideshift attachment enabling loads to be manipulated once the truck is inside the container.

GEC high mast lighting at the recently modernized West Wharf, Royal Edward Dock, Avonmouth (Port of Bristol Authority) permits round-the-clock work. The lighting installation provides illumination for five acres behind the docks and includes eight 30-metre-high masts, each fitted with four GEC ZD1188 lanterns housing 1000-watt Osram colour-corrected mercury lamps.

Air house

An air house - a 100ft. long, 60ft. wide, 30ft. high plastic sheet building - will be one of the biggest exhibits at the exhibition and conference.

The air house is held up by heat and air pressure from four corner fans. It is held in position by a metal ribbon pegged into the ground round the base. This will be a mini-exhibition within an exhibition. The manufacturers are Gourock Ropeworks, of Port Glasgow. Their agents, Springfield Warehousing and Wharfage Co. (Manchester), will use it as their own display hall in the grounds of Belle Vue Exhibition Halls to house their pallets, fork-lift trucks and other mechanical handling equipment.

Double doors provide an air-lock and as the air house is of translucent material windows are unnecessary. The value is about £2,500

United Kingdom-Scandinavian services

Ellerman's Wilson Line, Limited, of Hull, are highlighting their frequent services between the United Kingdom and Denmark, Norway and Sweden. Special emphasis will be placed on the three-times-weekly container service between Hull and Gothenburg which the company's 7,000-tons gross mv 'Spero' helps to maintain.

Services available

Exhibiting for the first time will be the Humberside shipping organization of Wm. Brown, Atkinson & Co. Ltd., Hull. Focal points of the stand will be the multiplicity of services provided at Hull, Goole, Grimsby and Immingham.

Cross-country export link

A recently introduced cross-country daily export link between Lancashire and the port of Hull will be a feature of the Key Warehousing & Transport Co. Ltd., of Marfleet Avenue, Hull, stand. Known as 'The Cross Pennine Daily Export Service,' the link is operated between depots at Blackburn and Manchester, and Key's headquarters in Hull. Goods presented at the depots by 3 p.m. any weekday travel to Hull the same night; from there they can be delivered locally or shipped by any of the services operating from the port, whether unit load or conventional.

Facilities on the Forth

Forth Ports Authority, which recently celebrated its first year in existence, will show their wide range of port facilities and associated services available to shipping companies and industry. The stand will show how six ports on the Firth of Forth - Burntisland, Grangemouth, Granton, Kirkcaldy, Leith and Methil - which under the new Authority have been integrated into one modern port system capable of dealing with all types of ships and classes of cargo. Featuring in the display will be illustrations depicting Grangemouth and Leith as new deep water ports and others showing the contribution made by the smaller but still important ports of the group.

Manchester Airport

The information desk in the Airport Concourse is located in a strategic position . . . . and at the exhibition the Manchester Airport Information Desk is a prominent feature of the stand. Manned by senior members of the Airport's Information Staff the 'desk' is a place where exhibitors and visitors will obtain up to the minute details of all aircraft movements in Manchester.

The background displays will focus attention

(*Continued on next page*)

FEATURES FROM THE STANDS, *continued*

on the vast freighting facilities available: the international airlines who use Manchester; and the network of freight routes which enable direct communications with many of the major cities of the world.

At Manchester Airport the specialized and general commodity warehousing accommodation permits the handling of cargo of up to 110,000 tons a year. By the late 1970s the annual freight throughput will be in the region of a quarter of a million tons.

Safety devices

Answers to safety problems which occur in ports and terminals will be shown by the British arm of the International Irving Air Chute organization. Three new products will be on display in addition to a range of marine safety belts and harnesses, cargo lifting slings and tie-down gear. The company is also introducing a rescue kit which weighs 35 lb. and can be carried on the back. It comprises a collapsible stretcher, two webbing cradles, a pompier hook and rope.

Cargo control equipment

Introduced last year by B. Dixon-Bate Ltd., of Chester is a comprehensive range of equipment specially designed to overcome the problems of damage to goods in transit. Known as SHORFAST Cargo Control Equipment, it is based on a modular system and will fit all vans and cargo containers. An ISO container fitted with a typical installation applied to dummy cargo will be shown.

While being particularly appropriate for the more fragile commodities such as electronic equipment, domestic appliances, provisions, glassware, china, furniture etc., the company claims that SHORFAST also enables economies in packaging and space to be achieved with less vulnerable cargo.

Supplementing the modular equipment is the general range, consisting of strap assemblies and shoring bars which may be used without the prior installation of the track system. The strap ends are designed for attachment to existing lashing rails or other fixtures and the shoring bars have rubber end pads which thrust firmly against the side walls as the unit is expanded by a toggle action lever. A further item is Rubbacord, a highly elastic solid rubber extrusion used with special readily attached hooks and so providing a most effective means for retaining low density freight in addition to many other applications.

New cargo centre

BOAC is taking the opportunity to display for the first time to the general public its new cargo centre, soon to be opened at Heathrow in two stages – Import in November of this year and Export in February of 1970.

On the stand will be a model of the goods handling system, capable of shifting and lifting 100 tons of cargo an hour, which will enable the airline to cope further with the predicted massive increase in air cargo in the '70s and keep BOAC among the world's leading air cargo carriers. Some idea of this increase can be gained from ICAO figures; world air cargo in 1964 amounted to 2,685 million ton miles and this is expected to increase to 9,000 million ton miles in 1972 and 12,500 million ton miles in 1980. BOAC's own cargo throughput at London and Manchester this January was greater by about 65 per cent than in the same period last year.

Also featured will be BOAC's all cargo services from Britain to the United States, Canada and the Far East and Australia, with emphasis on the service provided by BOAC to British businessmen and exporters, and the flights operating through Manchester.

New dock levellers

R. S. Stokvis and Sons Limited have acquired the sole manufacturing and distributing rights for Europe of the Frommelt Foam-Fit Truck Pad and this equipment will be shown at the exhibition.

The patentees, Frommelt Industries Inc., are the leading manufacturers in the United States of truck dock shelters and Stokvis are able to benefit from the technical experience gained by the American manufacturer in this specialized product application.

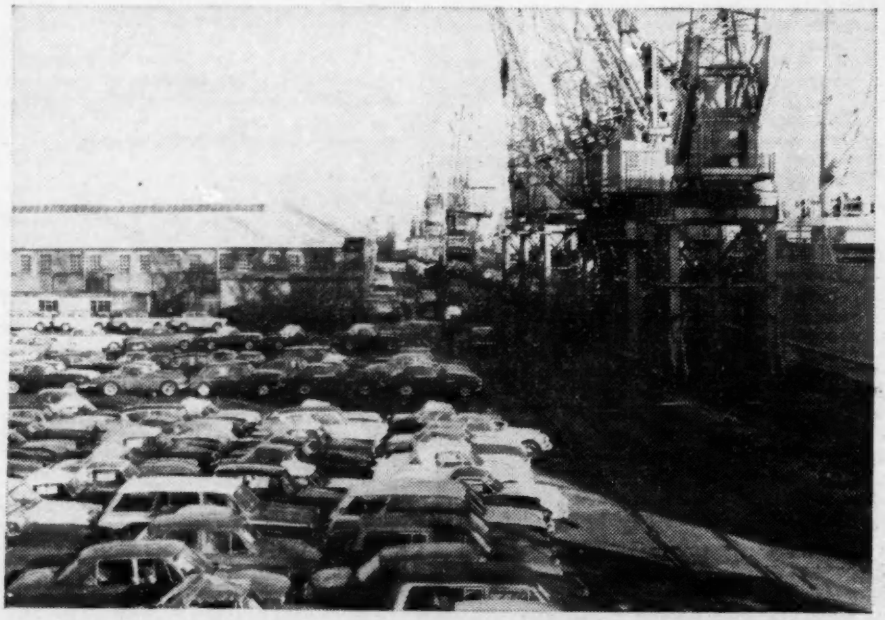
Stokvis will show for the first time at this exhibition the Kelley range of dock levellers, for which they have sole European manufacturing and marketing rights. Three models will be displayed.

Electronic fork trucks

Among the trucks to be exhibited from the five Lansing Bagnall ranges will be the FOER 9 electronic fork truck range including the newly developed container loader. Also on show will be the electronic Sea Line, a quayside and deck low profile counterbalance truck. Unlike the sea going Rapide range these trucks are not intended to remain on board during the voyage. They have been specifically designed to enable ocean liners and cargo ships to achieve a faster turn-round.

The company have so designed the Sea Line that it is easily divided into two units without the use of tools, each unit is hoisted on board separately and the truck is reassembled. This

Other trucks which will be on display are a selection of pedestrian transporters, an electronic reach truck and other counterbalance models.



Export motor cars being loaded at the British Transport Docks Board's Cardiff Docks.

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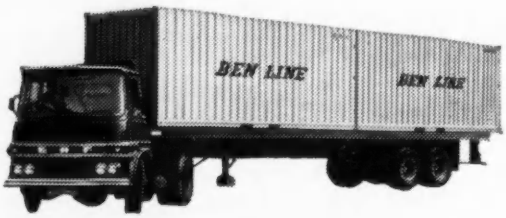

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Exhibitions and Fairs

Over £8 million worth of business expected from British Industrial Exhibition at Sao Paulo

By N. Statham, HM Consul General, Sao Paulo

ORDERS TO THE value of well over £3 million were taken at the British Industrial Exhibition which ran from March 5-16 in the International Pavilion at Ibirapuera Park, Sao Paulo. Exhibitors said they expected further business amounting to over £5 million to result. This is a measure of the success of the largest industrial British Exhibition abroad in 1969 and indeed the largest Britain has ever held in the Americas. Even at this, the figures are very incomplete; the figures of orders are based on information supplied by only about three or four of the 400-odd firms who took part; those of future business represent the expectations of only a quarter of the firms exhibiting, since the large majority were unable to make any estimate.

The patron of the Exhibition was HRH the Duke of Edinburgh who, in last November, at the time of the State Visit to Brazil, gave a press conference about it in Sao Paulo. It was sponsored by the British National Export Council Committee for Latin America, organized by Industrial and Trade Fairs International Ltd., and promoted with a financial contribution and the full support and co-operation of the Board of Trade. The Prime Minister specially recorded a television message whcih was widely shown in Sao Paulo's major television stations.

Exhibitors' reaction – 'satisfaction and delight'

Over 75,000 sq. ft. of space, inside the pavilion and on the outside area where cranes and large construction machinery were displayed, was actually occupied by exhibitors. The total gross area was well over twice this figure. Some 3,500 freight tons of exhibits were on display, with a total value of £1½ million. Among the exhibitors were some of Britain's biggest and best known companies.

During his tour of the Sao Paulo exhibition, Mr. Anthony Crosland, President of the Board of Trade (left), visited the stand of Hamworthy Engineering, of Poole, Dorset. Picture shows the President examining the Dolphin vertical centrifugal marine pump manufactured by Hamworthy. On the right is Mr. Peter Bailey, of the company's Pump and Compressor Division sales staff. Hamworthy, who showed a wide range of products at the exhibition, has launched a determined sales drive in South America in the general industrial and shipbuilding fields. Mr. Bailey and Mr. Tim Badcock, of the Combustion Division, will be taking up residence in Brazil to further the export drive there.

There were many relatively small companies as well. Some exhibitors already had subsidiaries or other well established representatives in Brazil. Some were seeking representatives, some were interested in making arrangements for manufacture under licence, or in other forms of manufacturing arrangements. The reactions of nearly all the exhibitors, after two weeks of hard work in the heat of the exhibition building, ranged from satisfaction to delight; scarcely any was disappointed by the outcome.

The exhibition was a hard-selling operation. One of the most respected of Sao Paulo newspapers described it on the opening day as a show in which there was much to see, but you needed to know your subject. And the general reaction, both of the Brazilian public and of the Sao Paulo press, which gave the exhibition the most extensive cover, was that it was the finest exhibition ever mounted in the city: at last the city had an exhibition that was worthy of it. There were no side attractions, and the goods on display were designed not only to show the best in British technology but also to provide the machinery, instrumentation and equipment which Brazil stands in need of for the further development of her already considerable industrial capacity. The main categories of exhibits were transportation equipment, constructional and agricultural machinery, electrical and electronics engineering, textile machinery, machine tools, production and processing plant, general engineering machinery and components, scientific instruments and special industrial materials. All this was backed up by financial and banking services, both British and Brazilian; and by a Trade Information Centre manned jointly by the British National Export Council, the staffs of the Commercial Depart-

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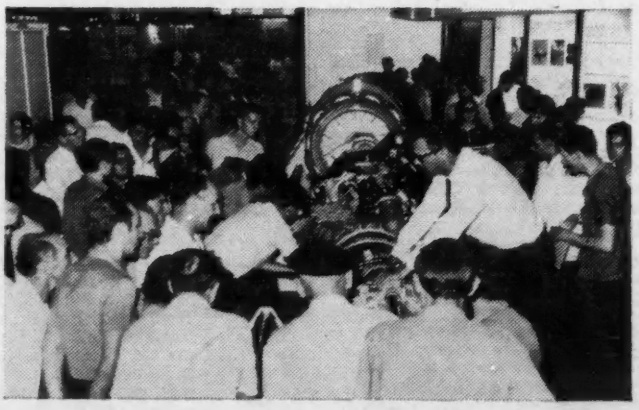


Left: Mr. Crosland examines a model of the Concorde on the BAC stand. Right: A demonstration on the Rolls-Royce stand attracted enthusiastic crowds.

Food and Drink Mission to Japan reports encouraging prospects

TWENTY members of a British Food and Drink Mission left Japan on March 23 'highly delighted' with the success that they had achieved. This mission, led by Mr. Norman Wood, director of Associated British Foods, followed up contacts made during a pilot visit last November and was part of the overall campaign in support of British Week in Tokyo.

Members of the mission, who represented companies that are already established in the Japanese market, reported substantial increases in sales, and most of the big exporters to Japan are confidently predicting increases of 25-50 per cent in their 1969 trading. This may well be a conservative estimate because of the tremendous impetus which the Tokyo British Week will give to sales. Indeed, one member of the mission has booked an order worth more than the whole United Kingdom exports of his type of food product to Japan during 1968.

In addition, four companies who are new to the Japanese market have each obtained an agent and most encouraging initial orders.

Members of the mission were convinced that the continuing tremendous expansion of the Japanese economy offers most exciting prospects for British food and drink products.

BRITISH INDUSTRIAL EXHIBITION, SAO PAULO, *continued*

ments of the British Embassy in Rio and the Consulate-General in Sao Paulo, and by the British Chamber of Commerce in Brazil.

Partners in development

Mr. Anthony Crosland, the President of the Board of Trade, in his speech at the opening ceremony, said that British exports to Brazil in 1968 had dramatically confirmed the reversal of the previous unhappy post-war trend. 'We mean to ensure that this new phase continues. We are coming back to Brazil not as lone entrepreneurs but, we hope, as partners in a vital stage of Brazilian development.' He saw the exhibition as having a dual purpose. On the one hand, it would show Brazil some of the range and versatility of modern British industry and at the same time – and this is equally important – it would bring home to British industry the immense achievement and potential of Brazil.

General Edmundo de Macedo Soares e Silva, the Brazilian Minister of Industry and Commerce, said that in the present phase when Brazil was starting to expand her external trade, Britain was certainly among the countries which could offer the greatest possibilities through her advanced technological equipment. The recent improvement in trade between Brazil and the United Kingdom showed the possibilities of that trade. 'Businessmen ought to explore them fully; and they may be sure that they will have the support of the Brazilian government.'

The exhibition was also visited by Mr. Fred Mulley, Minister of State in the Foreign and Commonwealth Office and on a number of days by Sir John Russell, HM Ambassador in Brazil.

There were many important Brazilian visitors to the exhibition, including at the opening ceremony the Minister of Foreign Affairs, representing the President of Brazil, and the War Minister, the Governor of the State of Sao Paulo, and the Mayor of Sao Paulo. A number of important industrial representatives from other South American countries visited the exhibition.

The total attendance amounted to 84,513; 31,773 of these were trade buyers and press representatives and 52,740 paid for admission.

Food Mission paves way for British Week Vienna

The British Food Export Council's Mission to Vienna afforded an excellent opportunity to 'plug' British Week. Members of the British Week Office staff spent the whole of the preceding day helping exhibitors to decorate their stands with posters and display material, which heightened considerably the already impressive display of goods.

BRITISH FOOD MANUFACTURERS are looking to Austria as the 'growth market of the 1970s', and are determined to use the British Week in Vienna as a spearhead of increased marketing effort in Austria in the months ahead, according to Mr. D. J. Shattock, leader of a recent mission to Vienna arranged by the British Food Export Council.

This mission – the largest of its kind ever to have visited Austria – comprised representatives of 35 British companies, covering products ranging from chocolates and confectionery, cakes and biscuits and allied products to soft drinks, alcoholic beverages and canned and bottled foodstuffs. Seven interpreters were provided for their assistance.

Focal point of the mission's activities was a one-day samples show at the Intercontinental Hotel, Vienna, on February 25, which drew over 200 trade visitors, including a delegation from the Hungarian Ministry for Agriculture and Food. Although the show officially opened at 10 a.m., visitors began to arrive three-quarters of an hour beforehand, and attendance by Austrian buyers and agents was most encouraging. The general commentary was one of keen interest and congratulation on the quality and effective presentation of such a wide range of British foodstuffs. Thanks to the outstanding success of this venture, many products in the food and soft drinks branches will soon be appearing in the shop windows in Austria for the first time. The Hungarian delegation was most helpful to a number of British companies who were interested in establishing contacts in that country, and at least two of them reported firm on-the-spot business.

Members of the mission spent the next three days following up contacts they had made during the samples show and planning future activities. One or two made visits to Innsbruck and other centres, but most of their effort was concentrated on the Vienna area.

Although detailed reports have yet to be received, the general feeling among members of the mission was that their visit had been well worthwhile. Agency representations were arranged by a number of members who had previously not traded in Austria, and a well-known party drink proved so interesting to trade contacts that a launch programme, supported by TV advertising, had been arranged by the end of the samples show. One representative of the confectionery branch said he had taken orders '100 times larger than any I have taken in Austria before,' and a leading producer of branded foodstuffs, with a large existing trade in Austria, said he was delighted with the long-term promotional programme he had been able to fix with leading members of the distributive trade in Vienna, with special emphasis on window displays and other special events arranged for British Week.

The Food Mission received major notices in at least six trade journals and also in the daily press, including *Die Presse* and *Courier*.

Joint venture stand at Utrecht Spring Fair

'KARWEI', the 'Do It Yourself' section of the International Spring Fair which took place from March 2-7 was, for the second time, held as a separate part of the Spring Fair, and occupied the whole of the Irene Hall of the Royal Netherlands Fair Complex in Utrecht. This fair is open to the public.

Some 180 stands displayed a wide range of tools and materials for the home enthusiast. However, attendance is reported to have been rather lower than in 1968 despite the excellent weather in the latter half of the period of the exhibition.

Seven British firms, sponsored by the Federation of British Hand Tool Manufacturers, formed a joint venture block of stands under the auspices of the Board of Trade, exhibiting hand tools, plastic adhesives, measures, floor tiles, gas blow lamps, lawn sprayers and other items. Three of the British firms were exhibiting at the exhibition for the second time. The products of 25 other British manufacturers were exhibited by their agents.

On March 6 Sir Peter Garran, HM Ambassador to the Netherlands, visited the joint venture stands.

Interest in the British products exhibited appears to have varied considerably. Some of the British exhibitors reported a satisfactory number of inquiries and indicated their intention of exhibiting again at the 1970 Karwei. It is to be emphasized that this exhibition is aimed at the 'do-it-yourself' market, which, while growing, is not yet so fully developed in the Netherlands as in Britain. Karwei can therefore be a valuable exhibition for exporters concentrating on this market but it is less suitable for those selling tools and equipment for professional users and other products which do not specifically have a 'do-it-yourself' application.

The Lyons Fair and Britain's trade drive in France

— Mrs. Dunwoody

MARCH 25 was 'British Day' at the 1969 Lyons International Fair, and Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, used the occasion to point out that at a time when many French industrialists were planning to re-equip their factories and when investment grants were available for purchases of capital equipment by French firms, Britain had some of the most technologically advanced equipment to offer French manufacturers. 'Hence we have two very important trade missions coming to France in April (the London Chamber of Commerce) and May (the Machine Tool Trades Association),' said Mrs. Dunwoody, who gave her speech in French.

Lyons had played an important role in Britain's drive to sell in France, continued Mrs. Dunwoody. 'One may mention the British Week in 1966, a constantly growing participation in the Foire International de Lyon and a large share in all the trade missions to France over the last five years.'

Whatever the political difficulties, concluded the Parliamentary Secretary, the co-operation between Britain and France was becoming stronger and closer. The London Chamber of Commerce mission would be coming not just to sell goods, but to seek possibilities of agreements in all fields with French companies.

At the Lyons International Trade Fair the Board of Trade is assisting 45 firms who are participating in seven joint ventures sponsored by five trade associations. These associations are the London Chamber of Commerce, the Gifts and Fancy Goods Association, the Scotch Whisky Association, the Business Equipment Trade Association and the Federation of Sussex Industries. Altogether, 50 British firms are participating.

The new Cunard liner QE2, which has been undergoing three-day technical trials in the Channel this week, was host recently to Monsanto's 'fashion spectacular' – a presentation of the New Cunarder Collection of fashionwear for men, women and children, by leading British manufacturers. All the garments were made from Monsanto's Acrilan acrylic fibre and Blue 'C' nylon and carried the wear dated 12-month guarantee. 'This New Cunarder Collection has already created great interest overseas, and we hope that through its links with this magnificent new Cunarder the collection will give a tremendous fillip to British fashion exports all over the world,' said Mr. Jack Hardman, Monsanto's director of marketing – United Kingdom.

British exhibitors' success at Vienna Spring Fair

A report from the British Embassy, Vienna

THE BUOYANT mood at this year's Vienna Spring Fair reflects the optimism felt by Austrian business as a whole at the healthy upsurge in the country's economy and business activities. The results achieved by exhibitors bear out this happy state of affairs.

The Fair, which was held from March 9-16, attracted almost 3,000 Austrian exhibitors and 2,500 foreign firms were represented from 33 different countries. Of these the Federal Republic of Germany headed the list with over 1,000 firms, followed by the EFTA countries, Great Britain with 231 and Switzerland with 191. Italy, France and the United States each provided more than 100 exhibitors, while others came from Commonwealth countries, Scandinavia, Eastern Europe and the Middle and Far East.

There was a record attendance during the eight day period of 655,000, including business visitors from 59 foreign countries. The vast majority of visitors to the Fair are the general public who make the occasion one for jollification and sampling the food and wine on offer. However, they do regard the Fair as an opportunity to examine all the competitors on the market in consumer goods, domestic equipment, etc., particularly if they are thinking of buying in the near future. In this respect the size of the non-trade attendance has an indirect effect on the long term success of the exhibitors.

The two focal points for visitors to the Fair were the Messepalast, where leather articles, decorative metal goods, toys, textiles, jewellery and general giftware were on display, and the Messegelände, where heavy machinery, both electrical and mechanical, agricultural machinery, and household equipment (including a furniture exhibition) were on show.

Better than 1968

Most independent British exhibitors or their representatives, were clearly satisfied with results. It was generally agreed by British participants that this year's Spring Fair was in every respect more successful than the same event in 1968. One British manufacturer of construction equipment claims to have taken an order for five road surfacing machines. Displays of British toys, particularly model cars and car racing tracks, proved to be very popular and orders for these articles were considerable.

BAMEX venture

Although the Spring Fair is not one for national manifestations there was, for the first time, an officially sponsored British stand in one of the halls at the Messepalast. This was a display of domestic articles and giftware, mainly in copper and brass, staged by BAMEX (British Artmetal Manufacturers Export Group). This first venture by BAMEX enjoyed a fair measure of success. The main aim of BAMEX in coming to Vienna to get British brass and copperware on to the Austrian market, particularly with British Week in mind, was achieved and about ten or twelve wholesalers were appointed, each to deal in one of two specific types of articles. Additionally a main wholesaler was appointed to carry the whole range of articles in the BAMEX display. When the Fair was over the BAMEX display was sold to a departmental store which will show it during British Week in October, 1969.

All in all an above average success for British exhibitors, bearing in mind that the Spring Fair has a far more domestic theme than the Autumn Fair and takes second place to it.

A section of the joint venture stand of the Utrecht Spring Fair.

Duke of Edinburgh to present Design Awards on board QE 2

HRH THE PRINCE PHILLIP, Duke of Edinburgh, will present the 1969 Council of Industrial Design Awards and his own prize for Elegant Design on board the new Cunard 'Queen Elizabeth 2' at Southampton on May 29. Council of Industrial Design Awards are given annually for outstanding products selected from both the capital and consumer durable industries; the Duke of Edinburgh's Prize is awarded to the designer of a product in current production which is distinguished by its elegance.

After the presentation a paper on management and design will be read by Sir Basil Smallpeice, chairman of The Cunard Steamship Company and formerly managing director of BOAC.

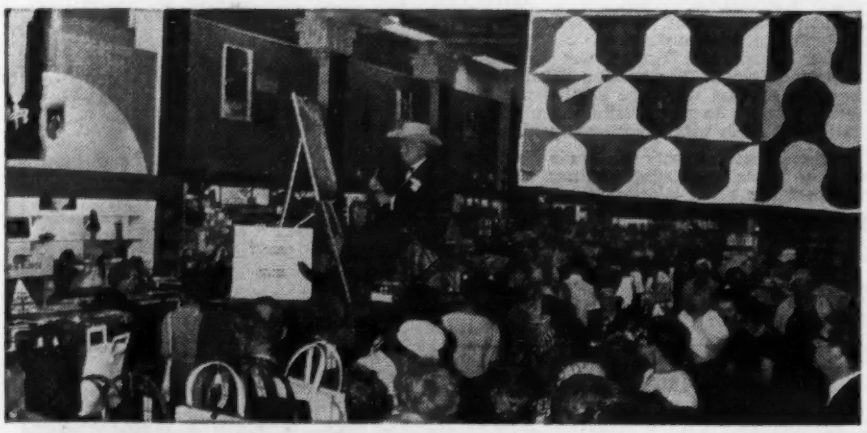
May date for French supermarket promotion

THE BRITISH PROMOTION in the Grand Bazar Caluire Supermarket in Lyon, which was announced in the *Journal* on February 28 (page 635), will take place from May 15-31.

In addition to pottery, crockery, car accessories, teenagers' clothing and do-it-yourself articles, which were mentioned in the previous report, the store is interested in the following goods: glassware, children's knitted wear and dresses, men's shoes, foodstuffs and gardening tools.

'Buckley's back British' in Melbourne

A report from the British High Commission, Melbourne



A full-scale promotion of British merchandise was opened on February 21 by the British High Commissioner in Australia (Sir Charles Johnston) at Buckley & Nunn's department store, Melbourne. The 'Buckley's Back British' fortnight, arranged in conjunction with the British National Export Council for Australia, with Board of Trade support proved highly successful and attracted considerable public attention. Picture shows a model of Sir Winston Churchil which dominated a floor filled with British goods.

'A RESOUNDING SUCCESS' was the comment of the merchandise director of Buckley & Nunn Ltd. when describing the results of a full-scale promotion of British products which this well-known Melbourne store staged for a fortnight from February 24. Buckley's are one of Melbourne's oldest department stores with a tradition for quality dating back to 1852. The event was held at their Bourke Street store in the heart of the city shopping area and at the two modern suburban branches at Chadstone and Northlands.

The promotion was opened by Sir Charles Johnston, the British High Commissioner, at a reception in the city store. He referred to the long standing of the store's trading connection with Britain. This was certainly evident on the occasion. As a result of a carefully planned buying campaign over the previous year all departments of the stores were literally groaning with British merchandise.

The impact of the event was enhanced by special features, exhibitions and displays, some arranged on the initiative of the management and their suppliers, others being provided by the Board of Trade. The features aimed to create a picture of Britain as a country combining history, pageantry and scenery with modern technology.

Thus, on the one hand there was a massive display of British historic heraldic banners, a wax model of Winston Churchill at his easel, life-sized models of beefeaters, period costumes and large transparencies of colourful British scenes. Shoppers could tell the time by the chimes of Big Ben every quarter of an hour. On the other hand, they could see a container shipping exhibit with an actual container from which goods were being sold and a model to explain the new freight service between Europe and Australia which begins this month. British cars and motor cycles were on display, including a Rolls Royce owned by a previous Governor General and a BMC car which finished among the leaders in the recent London to Sydney marathon; the rally was described on a tape recorded commentary. Model exhibits such as the hovercraft, nuclear power stations, the Concorde and VC10 emphasised other modern British achievements.

All of these features backed up by a spectacular and well-timed advertising campaign in the daily press, radio and TV made it certain that the interest of the public would be aroused. They responded by coming to buy in large numbers. Nevertheless, it was the quantity, quality and attractiveness of the British merchandise on sale which made the greatest contribution and has given rise to much favourable comment.

'Jet Sell Two' for New York

JET SELL TWO, organized by the Clothing Export Council and sponsored by the *Daily Express*, the Board of Trade and the British National Export Council, opened in New York's Warwick Hotel on March 27. A group of London's leading fashion houses are presenting their 1969 autumn collection in showroom suites on three floors of the hotel. As a star attraction, 11 dancing fashion shows devised and performed by Lionel Blair, one of London's leading choreographers, with 12 top models, are also being presented.

About 8,000 buyers from all over the United States have been invited to see the clothes which have been specially designed for the American market. The aim is to put over the best of British women's wear made in the finest British materials. This will be one of the biggest British shows for the American fashion market. Manufacturers taking part hope to meet the current demand of American buyers for well-styled, well-made, 'good-looking' clothes – dresses, coats, suits, rainwear and sportswear – in the medium price bracket. Fashion 'Jet Sell' is the first stage in the Clothing Export Council's three-year programme to expand sales in the United States.

Lionel Blair and the models left London Airport last Monday, March 24, where Mr. Angus Ogilvy was present to wish them every success.

Valuable sample orders at New York Toy Fair

A report from the British Consulate-General, New York

THE 19th New York International Toy and Trade Fair closed its doors at the New York Hilton on March 12 and for the third successive year British exhibitors were there in force in a joint venture.

The fair ran concurrently with the International Cycle Show from March 9-12. The Hilton provides excellent exhibition facilities and there was a total of 135 exhibitors at the Toy Fair and an estimated 5,000 visitors. The 26 British exhibitors displayed a wide range of products including soft and hard toys, books, educational toys and games and decorative items. Baby accessories and nursery items were also prominent. One or two of the British exhibitors first participated in the fair over 10 years ago and half of them were in New York for the 1967 and 1968 fairs. As previously, the joint venture was sponsored by the British Toy Manufacturers Association and the Board of Trade. British products were also being shown by United States importers. The effort was rewarded with sample orders worth about $250,000 and virtually all exhibitors were able to report having made promising contacts with prospects of increased sales to this market.

However, opinions on the comparative success of this year's show against those in 1967 and 1968 were mixed. Normally, New York has three major shows geared to the toy trade in the first week of March. They are the Variety Merchandise Fair, the American Toy Fair and the International Toy Fair. This year the International was held one week later than the other two and many buyers did not stay over for the two weeks, and others did not feel it worthwhile to come at all, with the result that there was a fall in attendance for all three fairs. It is understood that arrangements have now been completed to hold all three fairs during the period March 1-4, 1970.

This fair also comes at the tail end of a very busy international toy fair circuit which includes Brighton and Nurnburg and the observer was given the impression that a great deal of the international toy business had already been transacted.

Mr. J. C. M. Mason, Director of Trade Development, New York (left), discusses a point with Mr. and Mrs. H. Scoblow, of D. Sebel and Co. Ltd., at the New York Toy Fair. The company have been exhibiting in the United States for 22 years.

British exhibitors renew contacts—and do good business—at New York Stamp Fair

A report from the British Consulate-General, New York

THE 11TH International Stamp Exhibition 'Interpex' was held in New York from March 14-16.

Two large stamp exhibitions are staged in New York each year, and these are the only non-European gatherings for dealers that can claim full recognition as major international shows. The lower ground floor of the Americana Hotel, on which the exhibition is staged, provides ample accommodation for special display boards of commemoration issues and outstanding collections, and enough working space for the exhibitors. In an exhibition and trade fair, where the professional dealer, the ardent philatelist and the schoolboy collector rub shoulders and battle for the attention of those manning the stands, more attention might be given to the trade customer. But there were no complaints, and certainly none from the exhibitors who are hard-pressed to meet the demands of the world's largest national community of philatelists and stamp collectors.

Of a total of about 70 exhibitors at least 10 were British. For the second successive year the Board of Trade and the British Philatelic Society sponsored joint venture participation for British dealers. Eight British firms were represented under this scheme and other stands were mounted by the Crown Agents, specializing in British Commonwealth issues, and Stan-Gib of New York representing the General Post Office. Some idea of the value of turnover in stamps may be drawn from the activities of the Crown Agents, who sell one-third of their £1.5 million annual sales to the dollar markets. Stan-Gib, who have just completed their first year as the official United States representative of the General Post Office, exceeded their estimates for sales in the initial year. Some of this success may be attributed to the G.P.O. direct participation in the 10th Interpex in 1968, at which they were awarded the Show Award.

Opening the morning after the last day of the major London exhibition, it was not surprising that British participation under the joint venture scheme was not as large as that in 1968 when 16 British firms and the GPO were exhibiting. Some of the eight stalwarts were still red-eyed and unpacking their displays as the show was opened but their stamina was rewarded with immediate business and one of the British dealers had transacted $1,600 of business by the time the opening ceremonies were completed.

But such commercial activity should not detract from the main objective of the British exhibitors, which was to make and renew contacts at trade level. The business is a continuing one with no seasonal fluctuations or peak purchasing and sales periods. After contact has been made business is transacted through regular exchanges of correspondence. This objective was achieved in 1968 and this year's joint venture provided the opportunity to build on this foundation.

650,000 visit Chicago Auto Show

by P. Donovan, British Consulate-General, Chicago

BRITISH CARS got a good looking over from many of the 650,000 people who visited the 61st Chicago Auto Show. This was held at the International Amphitheater in Chicago's stockyards from March 8-16. It is probably the largest automobile show held in the United States, and this year more than half a million square feet of floor space was utilized.

This extremely popular show repeated the formula of previous years, with the main exhibition hall dominated by the large American sedans and sporty cars, produced in bewildering variety by the major manufacturers – the several divisions of GM, Ford Chrysler and American Motors. There were few novelties, but much 'show business" in this hall. There was also an area devoted to recreational vehicles, campers and pick-ups, again dominated by the majors.

British sports cars were well represented in the import section, and the sleek Jaguars, including the new XJ model, were much admired. A frequent comment from American car lovers was 'there's nothing like 'em for looks'. Our M.G. and Triumph sports cars also received much attention, and the new Triumph TR6 was well presented with an eye-catching electronic light show. The Rover 2000's safety features, which have received much free publicity in the United States, were shown to advantage on a collaged (cut-away) version. Our small 'sedans' – Ford Cortina and Austin America – attracted flocks of economy-minded younger drivers.

Visitors to the New York International Stamp Fair look over stamps on display on one of the British stands.

Sir Roger Jackling, British Ambassador to the Federal Republic of Germany, seen here (left) with Mr. John Kentish, European sales manager (centre) and Mr. Arthur Sweeten (right), both of Cross Paperware Ltd., on the company's stand at the International Trade Fair, Frankfurt, February 23-27. Cross reported an outstanding success at the Spring Fair with sales up by a record 30 per cent. The stand which featured Cross's new matching sets, attracted many overseas visitors and buyers from over 20 countries.

PUBLICITY OVERSEAS FOR UNITED KINGDOM TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance** *– three clear months is a minimum notice – and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

UK clothing manufacturers scoop $2 million orders at New York exhibition

A report by the British Trade Development Office, New York

IN ANOTHER record breaking event, clothing manufacturers from Britain have again challenged the American market and brought off a 'scoop' in orders totalling nearly two million dollars taken at a recent New York sportswear show.

In the largest display of British menswear ever shown in the United States 28 firms sponsored by the Clothing Export Council took part under joint venture terms with the Board of Trade in the National Association of Men's Sportswear Buyers' Fall Show at the New Yorker Hotel from March 16 to 19. Buyers from all over the United States and from Canada thronged the British exhibition area on the 12th floor of the hotel to view and place orders for the latest menswear fashions from Britain.

In their fifth showing at this twice-yearly leading event in the American menswear trade calendar, the British exhibitors were again the major overseas attraction at the show. Their gay, tastefully decorated booths and showrooms won unstinting praise from the show's organizers and drew crowds of visitors on the opening day when local traders traditionally visit the exhibition.

During the subsequent three days a steady flow of store buyers, many of whom had previously bought from Britain, sought out the British exhibitors to place fresh orders for merchandise for the coming Fall season.

Much in demand by American customers were high fashion leather garments, and one British firm showing well-styled outer clothing in leather and fur trimming was inundated with orders.

Another company, also on its first visit to the United States, and featuring a wide, selected range of men's fashions including a collection of suede, leather and sheepskin clothing, netted a quarter of a million dollars' worth of business during the four-day show.

Some British exhibitors, unable to cope with the rush of customers during show hours, continued to trade privately far into the night.

One manufacturer, now well established in the market and on his tenth visit to the United States, reported orders totalling over $200,000 in a single day.

Neckwear, which was strongly featured at the British exhibition, drew a steady flow of business, as did casual shirts and knitwear. Fashionable fur coats in a variety of simulated fabrics were also popular with buyers anticipating the new trend to gayer outer clothing for men. Stylish walking and leisure suits and other high-fashion, boutique type merchandise were much in demand for the younger men's market, and brought close to $500,000 in orders for one British firm alone.

More classic and traditionally styled clothing also found appeal, and several British suppliers well known in the market reported orders well up to last year's level.

'Altogether a highly successful and rewarding exhibition with results well above expectation,' was how Mr. John Sarsfield, the Clothing Export Council's menswear merchandiser who organized the group display, summed up this latest British clothing venture into the American market.

The Prime Minister of Libya, Mr. Wanis El Gesdasi, took a personal interest in the Muirhead Mufax link which has been providing a courtesy document transmission service between the International Trade Fair in Tripoli and the British Embassy. The link expedites the transmission and reception of messages between exhibitors and their offices in Great Britain. The Mufax equipment shown transmits documents and pictures up to 14 in. by 8.625 in. in less than seven minutes over unlimited distances by wire or radio.

UK firms at Bologna Fair

A report from the British Consulate General, Milan

FOR THE first time at this year's International Shoe and Leather Fair in Bologna, British companies participated officially with the assistance of the Board of Trade under the Joint Venture scheme. In all fourteen firms took part, comprising nine tanners, three clothing manufacturers, one shoe firm, and one shoe designer.

The Italian shoe and leather industry is a large and expanding one, and its products are known in most parts of the world. The Bologna exhibition, rightly considered to rank among the more important specialized fairs in Italy, provides an excellent focal point for all firms interested in the leather trade. Although principally a footwear exhibition, it is also an important venue for firms in the leather, machinery, and leather goods industries. This year, the range was enlarged still further by the inclusion of leather clothing manufacturers.

British tanners have always taken part in the Bologna fair, and the quality of their leathers is appreciated by Italian buyers. The Joint Venture firms represented an admirable cross-section of the British leather trade, and in spite of keen competition from the Italian leather industry, considerable interest was shown in the British leathers on show. In particular, British firms such as R. & A. Kohnstamm and A. T. Kinswood & Co. Ltd., found that their ranges of more exotic hides and skins (snake, crocodile, elephant, kangaroo, etc.) attracted many inquiries.

The only British shoe manufacturer to exhibit in the midst of so many foreign competitors was Edward Lewis Shoes Ltd. The interest shown in their driving shoes more than justified their presence at Bologna, and it is to be hoped that more British firms will follow their example next year. John Hustik Studio, the British shoe designers, had a very successful show, having sold their shoe designs on the first day of the exhibition.

British fashionwear was represented by Cordoba, Paul Michael Suede, and E. & G. Morel, who exhibited in the recently added leather-clothing section. Leather clothing is very fashionable in Italy, and the market for 'young' styles from Britain is good. It is early days yet to say whether this new section of the fair will make its mark, but if the fair organizers succeed in establishing the fair's reputation in this field as they have done in the shoe and leather sectors, the Bologna exhibition may well become an important fashion venue.

Bologna's success is due partly to its progressive management and partly to the fact that the fairground has plenty of room for expansion. The covered exhibition areas have in fact been expanding annually to cope with the increasing number of exhibitors, and the 10 covered pavilions used this year, accounting for some 40,000 square metres, still occupy only a little more than half of the available groundspace. Visitors to the fair numbered 35,600 of which almost 3,000 were foreign buyers.

A word of praise to the fair's United Kingdom agents, Exhibition and Trade Fairs (Overseas) who have put much spadework into developing Bologna as a centre for United Kingdom commercial promotions, four in a year, and the pace shows no sign of slackening.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letterpress blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered.*

Black and white prints: *These should be action photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

Labex International 'reflects expansion in scientific instrumentation industry'

£5 MILLION WORTH of the largest and most advanced collection of laboratory equipment and apparatus ever assembled in the United Kingdom – and probably the world. This was how Labex International 1969, running at Earls Court this week, was described at an eve-of-opening conference on March 24.

And a record in size too, with 212 exhibitors' stands, pointed out Mr. W. H. Storey, president of the Scientific Instrument Manufacturers' Association of Great Britain, joint sponsors of Labex. Seventy-three of these exhibitors were first-timers, said Mr. Storey, an increase which reflected the rapid growth in the scientific instrumentation industry itself.

Commenting on the international aspect of Labex, which had previously been described as including laboratory equipment 'from all the leading countries who make scientific apparatus', the SIMA president said that the show now took its place with other great international exhibitions in Europe and North America. It provided a first-class opportunity to see British products in the perspective of international competition, which gave a tremendous stimulus to growth.

Interest from overseas encouraged by extensive promotional work abroad, was marked. Of the 25,000 visitors it had been calculated would attend Labex, it was expected that at least 10 per cent would come from overseas. 'Labex materially contributes towards the expansion of our exports,' he declared. Exports of scientific instruments for 1968 were up by 18 per cent over the previous year, compared with an increase of 8 per cent for the year before that. 'This augurs well for the success of the exhibition,' concluded Mr. Storey.

An important feature of Labex has always been the Labex Lectures, which enable visitors to hear top experts in various scientific fields discussing and reviewing current research. As well as a full programme of topics relating to the latest techniques and instrumentation, the organizers have this year introduced a new feature of informal discussion meetings.

Labex 1969 was opened by Mr. Edward Short, Secretary of State for Education and Science, who later toured the show. Organized by UTP Exhibitions Ltd., and under the sponsorship of SIMA and the publishers of *Laboratory Practice*, the exhibition ends on March 29.

Czechoslovak Engineering Days in London

THE Czechoslovak Engineering Days in London will be held from May 12-16. Sponsored by the Czechoslovak Chamber of Commerce, the London Chamber of Commerce and the CBI, the Engineering Days are being organized as part of the protocol of technical and trade co-operation between the London and Czechoslovak Chambers. Three British Engineering Weeks have already been held in Prague and the next British event opens on March 24.

The Days are designed to enable British engineers and technicians to learn about the latest in Czechoslovak engineering techniques and, in some cases, to discuss collaboration between British and Czechoslovak industry.

Among the topics to be covered by leading Czechoslovak engineers and technicians in the Days will be: production control; turbines; leather-working machinery; gear boxes; compressors; chemicals; mechanical engineering; scientific equipment; dental equipment and industrial lighting.

Sir Peter Runge to open 'Export Print' Exhibition

SIR PETER RUNGE, chairman of the British National Export Council, is to open the exhibition of 'Export Print' which is being organized by the British Federation of Master Printers and the Council of Industrial Design at The Design Centre from May 21 to June 21. The principal aims of the exhibition are to show the part which well-designed print can play in promoting exports and to guide exporters to use their print as effectively as possible.

The exhibits are being chosen by a panel under the chairmanship of Mr. P. F. D. Tennant, director general of the British National Export Council, comprising printers, designers and others concerned with the use of export print. Included in the exhibition will be catalogues and price lists; instruction manuals and handbooks; booklets, leaflets, brochures and folders; prestige and other promotional books; bulletins and company reports; calendars; posters and showcards; material relating to travel to the United Kingdom; and display packaging for use at the point of sale.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. The new library brochures are available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. 01-248 5757, Ext. 368 or Telex No. 886143).

Exhibitors report . . .

Below are extracts from recent press announcements by United Kingdom firms who find that participation in trade fairs and similar promotions is good for export business.

'Fantastic' business at Cologne Hardware Fair

'FANTASTIC' business in garden sprayers was reported by marketing director John Day, of Associated Sprayers Limited, Birmingham, on his return from the Cologne International Hardware Fair (February 20-23). Already, with only five months of the company's current year gone, orders worth £221,000 have been received from overseas, an increase of 160 per cent over the same period last year. Good business is also being done with the firm's range of clothes-drying aids.

A very successful Cologne Fair for the company saw new business from Finland and Luxembourg – countries where only a little had been done before. ASL distributors and agents who visited the stand included those from Finland, Sweden, Denmark, Holland, Belgium, Italy, Germany, Spain, Switzerland, Austria, South Africa and Australia.

'After several years' showing at Cologne, coupled with personal visits to Europe, we are making great strides,' said Mr. Day.

William Crosland for first Czech printing show

WILLIAM CROSLAND LIMITED, Bredbury, Stockport, a Hartley Crosland Group company, report that they have been invited to exhibit Crosland automatic and hand-fed cutting, creasing and embossing presses and forme-making equipment at EMBAX BRNO, Czechoslovakia's first-ever Printing and Converting Exhibition, which runs from June 23 to 29.

The invitation to Brno follows the visit of a Czechoslovak trade delegation to the Crosland works last June and requests the firm to show the Crosland AP-D automatic cutting and creasing press with stripping unit, for the carton-making industry, a Crosland 762 x 1041 mm. hand-fed platen press complete with autolevelling tables and a Crosland 1067 mm. Diesaw with ancillary equipment, for making cutting formes. The patent Diesaw with automatic blade clamp was a Crosland introduction in 1965 and is reported to be the first of its type in the world.

The stand will be staffed by Crosland technical staff who hope to run an actual production job for a Czechoslovak box-making factory on the AP-D machine during the Embax exhibition.

Rank Xerox duplicates Leipzig Gold Medal

THE RANK XEROX print-a-second 3600 copier/duplicator has been awarded a Gold Medal at this year's Leipzig Fair on its first appearance. The Diploma states that the Gold Medal was awarded for 'top scientific and technical standards and first-class quality'.

This is the second year running that Rank Xerox has achieved a Gold Medal at the Fair – in 1968 the 720 copier/duplicator won one.

The 3600 is the latest in the range of copier/duplicators built at the Rank Xerox Mitcheldean Plant in Gloucestershire. More than 70 per cent of the plant's output is exported and Rank Xerox are holders of the Queen's Award to Industry for export achievement. The 3600 copies and duplicates from an original document on to ordinary, bond paper by the process of xerography (dry, electrostatic copying).

New Dynamco equipment for Paris show

THE ELECTRONIC COMPONENTS EXHIBITION in Paris, which this year is being held from March 28 to April 2, has always been a worthwhile show for Dynamco Limited. Last year the company came out with eventual orders worth almost £100,000 and it is hoped that this year again there will be even more interest with an increase in orders. (A British Joint Venture group of exhibitors has been organized at this event by the Board of Trade and The Radio and Electronic Component Manufacturers Federation.)

One reason for this expected additional interest is that Dynamco are exhibiting several exciting pieces of equipment, among them a new module for their digital voltmeters and an oscilloscope thought to be the smallest portable solid state oscilloscope of its kind with 15MHz bandwidth.

The 600mph drive-in

Whether its a car or a package Qantas can take it. Fast without delays.

Now, every Wednesday and Saturday Qantas offers massive Boeing 338C jet–freighter capacity direct to the Far East and Australia via Europe.

Qantas roll-on, roll-off pallets carry the big cargo for minimum handling, faster turnaround. Altogether, there are 10 V-Jet cargo flights a week to the Far East and Australia. This is the way Qantas Jet-Enterprise can put you on a par with your competitors.

Call your Qantas Cargo Agent or Qantas for details. It's a big story.

QANTAS JET ENTERPRISE

AIR CARGO

YOUR CARGO EXPERTS ON FIVE CONTINENTS.

QANTAS, with AIR INDIA and BOAC

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Denmark and Rumania

DENMARK HAS recently renewed her trade protocol with Rumania, within the framework of the 1966-1970 long-term agreement.

The 1969 quota list provides opportunities for increased sales to Rumania of Danish machinery, chemical and pharmaceutical products, animals for breeding, fur-bearing animals, hides, cheese, seed potatoes and seeds. Danish exports to Rumania fell in 1968 by about 8 million Kroner below the 1967 level. Denmark's principal exports to Rumania are electrical equipment, machines and dyes.

Forty-eight firms are exhibitng advanced technical equipment and other industrial products at the first major Danish industrial drive which takes place in Bucharest from March 20-29, 1969.

Inquiries about this notice should be directed to Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Bulgaria and Denmark

A PROTOCOL to the long-term Trade Agreement between Bulgaria and Denmark was signed in Sofia on February 14, 1969, which provides for trade in 1969.

Among Bulgarian exports to Denmark there will be fruit and vegetables, cotton goods, electric-motors, lathes, elevators and transport machinery.

Denmark's exports to Bulgaria will include machines, ships, refrigerating equipment, chemicals, medicinal goods and breeding cattle.

A copy of the protocol (in German) is available at Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Italy and Bulgaria

THE ITALIAN Minister for Foreign Trade has announced in a circular dated December 24, 1968, that the Italo-Bulgaro protocol signed in Rome on November 5, 1967, has been extended for a further six months, the amounts shown therein being reduced by 50 per cent.

All inquiries relating to this notice should be addressed to Export Services Branch, Tariff Section, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Italy and Albania

THE ITALIAN Minister for Foreign Trade announced in a circular dated December 24, 1968, the signing of a protocol for 1969 revising the quota list as established under the long-term agreement of December 19, 1964.

The revised lists show increases in the quotas for Italian exports which include various pharmaceutical and chemical goods, tractors, agricultural machinery and spare parts, machinery for working marble and spare parts. A number of new items have been added.

The Italian text of the quota lists can be seen at Export Services Branch, Tariff Section, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482) to whom all inquiries should be directed.

Poland and Algeria

A PROTOCOL to the Trade Arrangement of 1963 between Poland and Algeria was signed in Warsaw on February 14 and covers trade in 1969.

Poland will export machinery and equipment, including agricultural machinery, diesel engines, tools, textile machinery, pumps, chemical products, dyes, pharmaceuticals, fabrics, textile products and other industrial consumer goods.

Algerian exports will include iron ore, barites, zinc concentrates, phospherites, citrus fruit, cork, olive oil, seaweed and other goods.

All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Ecuador and the USSR

A COMMERCIAL agreement between Ecuador and the Soviet Union was signed in Quito on March 10.

The main points of the agreement, according to Ecuadorean press reports, are as follows: trade between the two countries will be conducted under conditions no less favourable than those applied by either party to any third country; this rule will not apply to concessions granted by either country to its neighbours or to agreements entered into by Ecuador consequent upon its membership of Latin American regional groupings; both parties will periodically provide lists indicating the goods to be imported and exported from one country to the other.

Soviet foreign trade organizations will endeavour to use the funds which they obtain from the export to Ecuador of machinery, equipment and other Soviet goods to buy Ecuadorean goods, including manufactured and semi-manufactured goods, in accordance with normal commercial conditions. There will be no re-export of goods imported by either country without prior authorization of the exporting country.

All payments between Ecuador and the Soviet Union will be made in United States dollars, or in some other freely convertible currency, and the two parties will try to ensure that trade between them is balanced.

Further information about the agreement may be obtained from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2288).

Ceylon and the United Arab Republic

THE BRITISH HIGH COMMISSION in Colombo has informed the Board of Trade that a new trade agreement between Ceylon and the United Arab Republic was settled in Colombo on February 21. The letters exchanged provide for an expansion of trade between the two countries over the volume of trade last year. A total turnover of about £8 million is expected to be reached by the end of this year.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 309, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2642).

(Continued on next page)

Czechoslovakia and Finland

A PROTOCOL ON THE exchange of goods between Czechoslovakia and Finland in 1969 was signed in Prague on February 17, 1969.

Czechoslovakia's exports will include machinery, rolled materials, chemicals, textiles, shoes, porcelain and glass.

Finland will export machinery, timber, cellulose, special paper, copper and other raw materials. Imports of certain Czechoslovak goods into Finland have been liberalized.

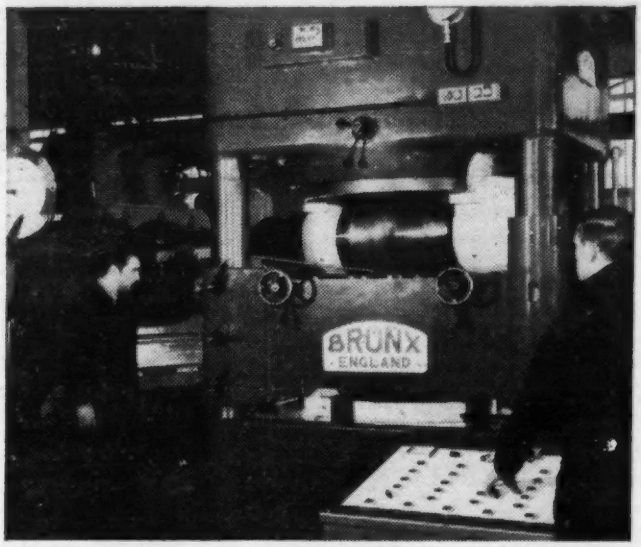
Discussions also took place on the framework of a new long-term commercial and payments agreement to be signed later this year.

All inquiries relating to this notice should be directed to Export Services Branch, Tariff Section, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467 and 482).

Double taxation relief

THE BOARD of Inland Revenue announce that two orders entitled the Non-Residents' Traditional Relief from Income Tax on Dividends (Extension of Period) Order, 1969 (which comes into force on April 6, 1969) and The Transitional Relief for Interest and Royalties paid to Non-Residents (Extension of Period) Order, 1969 (which comes into operation on April 1, 1969) have been published as Statutory Instruments 1969 No. 319 and No. 320.

The orders extend respectively the operations of Sections 31 and 32 of the Finance Act, 1966, in each case by a further period of one year.



As a result of research by The Bronx Engineering Co. Ltd., of Lye, Worcester, a new advance in bar and tube straightening machines has been achieved. The first of these machines – valued at some £29,000 – is now on its way to the Hofors Works of SKF for the production of ball bearing machines. This development by Bronx, who sell bar and tube straighteners all over the world, consists of a pneumatic/hydraulic load-holding device in the top roll carrier which ensures that at no time does the straightening load exerted on the bars exceed a certain pre-set value. Bronx, who last year exported some 90 per cent of their total production of bar and tube straighteners, has already received further orders for machines incorporating this new development – from Italy, Spain and Japan.

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

British businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

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Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

ALGERIA

Bulletin 55/69
*8s. Inquiry for telegraph paper tape; teleprinter paper. E.S.B. 11990/69/J.

AUSTRALIA

Bulletin 53/69
Inquiry for valves. E.S.B. 11650/69/J.

Bulletin 54/69
Inquiry for tennis balls. E.S.B. 11864/69/J.

Bulletin 55/69
Visit of Mr. A. McLaughlin to purchase furniture manufacturing machinery. E.S.B. 10087/69/J.
Manufacture under licence – men's outerwear. E.S.B. 11829/69/J.
Agency inquiry for airfield equipment; coal mining equipment; gas pipeline equipment; marine equipment; metalliferrous mining machinery and equipment; railway equipment; survey exploration equipment. E.S.B. 10921/68/J.
Inquiry for electron guns; glass bulbs. E.S.B. 12310/69/J.

Bulletin 56/69
Inquiry for picture frames and prints. E.S.B. 10769/69/J.
Inquiry for joints; polythene pipe. E.S.B. 8579/69/J.
Manufacture under licence – mining equipment. E.S.B. 11800/69/J.

Bulletin 57/69
Inquiry for machine for gold stamping plastic material. E.S.B. 12780/69/J.
Inquiry for diving boards. E.S.B. 12644/69/J.

AUSTRALIA, WAIVER OF BRITISH PREFERENCE

Bulletin 54/69
Inquiry for benomyl systemic fungicide – further information. E.S.B. S/24/69/J.

Bulletin 55/69
*5s. Inquiry for glass knife making machine. E.S.B. A/18/69/J.

Bulletin 57/69
Inquiry for glass diffuser bowls. E.S.B. A/20/69/J.
Inquiry for camera. E.S.B. A/19/69/J.

AUSTRIA

Bulletin 55/69
Inquiry for domestic bread slicing machines. E.S.B. 7556/69/J.
Inquiry for woollen hat materials – British Week Vienna. E.S.B. 12190/69/J.

Bulletin 56/69
Inquiry for semi-finished toilet and cosmetic articles; semi-finished spectacle cases. E.S.B. 35878/68/J.
British Week in Vienna. E.S.B. 9969/69/J.
Inquiry for pvc powder; polyethylene; polystyrene. E.S.B. 7817/69/J.

Bulletin 57/69
Agency inquiry for women's coats and suits; dresses; knitwear. E.S.B. 10607/69/J.

BAHAMAS

Bulletin 55/69
*72s. Agency inquiry for power tools. E.S.B. 11732/69/J.

BELGIUM

Bulletin 55/69
Agency inquiry for headsets; microphones. E.S.B. 9772/69/J.
Agency inquiry for balancing machines; metal boring machines. E.S.B. 11807/69/J.

Bulletin 56/69
Agency inquiry for footballs; tennis shoes and rackets. E.S.B. 11555/69/J.

Bulletin 57/69
Inquiry for domestic cleaning appliances; toiletries. E.S.B. 11892/69/J.

BRAZIL

Bulletin 55/69
Agency inquiry for office supplies and stationery. E.S.B. 10968/69/J.

BULGARIA/USSR

Bulletin 54/69
Trade agreement. E.S.B. 1209/G/J.

CANADA

Bulletin 53/69
Inquiry for athletic footwear. E.S.B. 10762/69/J.
Inquiry for foodstuffs. E.S.B. 9262/69/J.

Bulletin 55/69
Inquiry for toffees. E.S.B. 34600/68/J.

Bulletin 56/69
Agency inquiry for general merchandise; semi-manufactured raw materials. E.S.B. 10518/69/J.
Inquiry for footwear; handbags; novelty millinery products. E.S.B. 11787/69/J.
Inquiry for footwear. E.S.B. 12404/69/J.
Agency inquiry for general merchandise; semi-manufactured raw materials. E.S.B. 10518/69/J.
Inquiry for woven or knitted textiles. E.S.B. 6972/69/J.

Bulletin 57/69
Inquiry for engineers small tools. E.S.B. 12740/69/J.
Agency inquiry for biscuits; chocolates and sweets; confectionery E.S.B. 11859/69/J.

CANARY ISLANDS

Bulletin 56/69
Agency inquiry for baths; sanitaryware; tiles. E.S.B. 6148/69/J.

COLOMBIA

Bulletin 53/69
Agency inquiry for closed circuit television; language laboratories; video tape equipment. E.S.B. 5195/69/J.

DENMARK

Bulletin 53/69
Inquiry for buttons and buckles; ribbons. E.S.B. 10529/69/J.

Bulletin 54/69
Inquiry for dogs leather goods; riding equipment. E.S.B. 11750/69/J.
Agency inquiry for cotton and synthetic fabrics. E.S.B. 7198/69/J.

Bulletin 55/69
Inquiry for imitation fur. E.S.B. 12187/69/J.
Agency inquiry for food delicacies. E.S.B. 12017/69/J.
Inquiry for confectionery. E.S.B. 12067/69/J.
Agency inquiry for plastic film and sheets; polystyrene film; polyethylene foam; polyester flagpoles; polyethylene bags; plastic sheets. E.S.B. 10562/69/J.

EL SALVADOR

Bulletin 55/69
Inquiry for warehouses. E.S.B. 23865/68/J.

ETHIOPIA

Bulletin 55/69
Inquiry for plastic injection moulding machines and accessories. E.S.B. 12354/69/J.

FINLAND

Bulletin 55/69
Agency inquiry for men's footwear. E.S.B. 11550/69/J.

Bulletin 56/69
Agency inquiry for carpets. E.S.B. 12014/69/J.
Inquiry for 'antique' nappa leather. E.S.B. 12458/69/J.

FRANCE

Bulletin 53/69
Agency inquiry for baths and sanitary appliances; central heating appliances and fittings; taps; valves. E.S.B. 11622/69/J.

Bulletin 54/69
Inquiry for supermarket equipment and supermarket furniture. E.S.B. 12161/69/J and 1263/69/J.

Bulletin 55/69
Agency inquiry for coatings and overcoatings. E.S.B. 12171/69/J.
Agency inquiry for life jackets; protective clothing for sailing; ropes. E.S.B. 11303/69/J.

Bulletin 56/69
Inquiry for machine tools. E.S.B. 11978/69/J.
Agency inquiry for wrapping paper. E.S.B. 12122/69/J.
Agency inquiry for record cutting machines. E.S.B. 8630/69/J.
Agency inquiry for tiles; wall coverings; Welsh slate. E.S.B. 12483/69/J.

Bulletin 57/69
Agency inquiry for casual wear; leather and suede wear; rainwear. E.S.B. 12506/69/J.
Agency inquiry for crystalware; table porcelain articles. E.S.B. 12546/69/J.
Inquiry for store cupboards. E.S.B. 44503/68/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 53/69
Inquiry for carpeting; hand tools; lacquers; wallpapers. E.S.B. 6795/69/J.
Agency inquiry for alloy steel. E.S.B. 11718/69/J.

Bulletin 54/69
Agency inquiry for resistors; thermometers. E.S.B. 6775/69/J.
Inquiry for biscuits and shortbread. E.S.B. 11790/69/J.
Agency inquiry for therapy equipment. E.S.B. 11624/69/J.
Visit of British Trade Council in Germany. E.S.B. 1209/G/J.

Bulletin 55/69
Inquiry for whisky. E.S.B. 12386/69/J.
Inquiry for leather. E.S.B. 12476/69/J.
Agency inquiry for chemicals. E.S.B. 10788/69/J.

Bulletin 56/69
Inquiry for ships horns and klaxons. E.S.B. 12705/69/J.
Agency inquiry for gloves; hot water bottles; prophylactic rubber goods. E.S.B. 10575/69/J.
Inquiry for steel sheets. E.S.B. 12801/69/J.
Market report on wool and worsted cloth. E.S.B. 9687/69/J.
Inquiry for grinding machines. E.S.B. 12710/69/J.

Bulletin 57/69
Inquiry for polyethylene ribbon; polypropylene sacks; woven polypropylene fabric. E.S.B. 12776/69/J.
Agency inquiry for dresses. E.S.B. 12199/69/J.

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Sperry has received an order for more than one hundred floating head J.102 magnetic memory drum systems from Logabax SA, one of the largest French manufacturers of invoicing and calculating machines. The order is valued at several hundred thousand pounds sterling, and delivery of the drum units has already begun. The picture shows the final stages of assembly.

One of a fleet of 24 Climax fork lift trucks exported to Guyana and distributed by Sanbach Parker & Co. Ltd., of Georgetown. The trucks to handle cargoes of approximately 18-24 tons per hour and can work both in the ship's holds and in the warehouses loading and discharging cargoes.

An engineer at STC's Microwave and Line Division, Basildon, carries out final checks on 24-channel PCM multiple equipment. Export orders exceeding £400,000 have been placed with STC for this type of equipment for use in Mexico and Sweden. The company has now received orders for PCM equipment totalling £3 million from 11 countries.

*8s. Inquiry for condenser paper. E.S.B. 23983/68/J.
Market report on sports equipment. E.S.B. 5563/69/J.

Bulletin 58/69
Inquiry for plastic wall coverings. E.S.B. 4379/69/J.
Inquiry for ferric glycerophosphate. E.S.B. 11614/69/J.

GHANA

Bulletin 53/69
Inquiry for builders hardware; hospital equipment. E.S.B. 21282/68/J.

GREECE

Bulletin 53/69
Agency inquiry for wool tops. E.S.B. 10269/69/J.

Bulletin 55/69
Agency inquiry for bath tubs. E.S.B. 10444/69/J.

GUINEA

Bulletin 57/69
Inquiry for railway equipment – permanent way. E.S.B. 8983/69/J.

HONDURAS

Bulletin 55/69
Manufacture under licence – agricultural chemicals. E.S.B. 3891/69/J.

HONG KONG

Bulletin 54/69
Agency inquiry for shoes. E.S.B. 10942/69/J.

ICELAND

Bulletin 57/69
Inquiry for clothing; cotton sheeting; curtain materials; dress and skirt materials; eiderdown material; hosiery. E.S.B. 12010/69/J.

INDIA

Bulletin 53/69
Inquiry for autoclave. E.S.B. 11024/69/J.

Bulletin 57/69
2s. Inquiry for stainless steel cannulae; steel strip. E.S.B. 11532/69/J.

IRAN

Bulletin 54/69
*Inquiry for woodworking presses. E.S.B. 10917/69/J.

IRAQ

Bulletin 53/69
Import programme. C.R.E. 7618/G/J.

IRISH REPUBLIC

Bulletin 53/69
Agency inquiry for holloware. E.S.B. 11797/69/J.

Bulletin 54/69
Agency inquiry for flexible packaging materials. E.S.B. 11868/69/J.

ISRAEL

Bulletin 53/69
Agency inquiry for chemicals; tanning materials; textile dyeing and finishing machines; wool. E.S.B. 11087/69/J.

Bulletin 55/69
Agency inquiry for laboratory equipment; physiological equipment. E.S.B. 11652/69/J.

Bulletin 56/69
Agency inquiry for copper and aluminium semis; wire. E.S.B. 6969/69/J.
Agency inquiry for upholstery fabrics. E.S.B. 3486/69/J.
Agency inquiry for babywear; kettles; polishing and cleaning materials E.S.B. 12311/69/J.

Bulletin 57/69
Agency inquiry for lathes; metal products; welding machines. E.S.B. 10494/69/J.

ITALY

Bulletin 53/69
Inquiry for joints; spacers; tubes. E.S.B. 9404/69/J.
Agency inquiry for pipes and pipe fittings; wall tiles. E.S.B. 10440/69/J.
Agency inquiry for synthetic rubber. E.S.B. 10527/69/J.
*Inquiry for machinery for manufacturing spring mattress buttons. E.S.B. 11508/69/J.
Manufacture under licence – handling and transport equipment. E.S.B. 12317/69/J.
Inquiry for miniature motors; optical attenuators; seryomotors. E.S.B. 12132/69/J.
Agency inquiry for high fidelity equipment. E.S.B. 11749/69/J.
Agency inquiry for medicines; pet and fish foods. E.S.B. 11789/69/J.

Bulletin 54/69
Manufacture under licence – agitators. E.S.B. 11323/69/J.
Manufacture under licence – container transportation equipment; mechanical handling equipment; water treatment plant. E.S.B. 7188/69/J.

Bulletin 54/69
Inquiry for office machinery; wrapping machinery. E.S.B. 10928/69/J.

Bulletin 55/69
Inquiry for plastic covered paper cloth. E.S.B. 11887/69/J.

Agency inquiry for gin; whisky. E.S.B. 12103/69/J.
Inquiry for street cleaning vehicles – further information. E.S.B. 26848/68/J.
Agency inquiry for confectionery. E.S.B. 12042/69/J.

Bulletin 56/69
Inquiry for meat processing equipment. E.S.B. 12148/69/J.
Agency inquiry for road making equipment. E.S.B. 11304/69/J.
Agency inquiry for biscuits; confectionery. E.S.B. 12117/69/J.
Agency inquiry for foodstuffs; rubber and thermoplastics raw materials; intermediary products for pharmaceutical industry; rubber industry machinery. E.S.B. 11372/69/J.
Agency inquiry for display equipment; notice boards; price lists and tags. E.S.B. 12043/69/J.
Agency inquiry for vehicle spare parts. E.S.B. 12531/69/J

Bulletin 57/69
Agency inquiry for machine tools. E.S.B. 12439/69/J.
Inquiry for catheters; electro-myographs; opticians' apparatus. E.S.B. 12508/69/J.
Inquiry for beading machines; hydraulic press; plate bending rolls. E.S.B. 11060/69/J.
Agency inquiry for sintered bi-metal discs. E.S.B. 11797/69/J.
Agency inquiry for paints; reproduction prints on canvas. E.S.B. 8089/69/J.

ITALY/ALBANIA

Bulletin 53/69
Trade agreement. E.S.B. 1209/G/J.

ITALY/BULGARIA

Bulletin 53/69
Trade agreement. E.S.B. 1209/G/J.

ITALY/IRAN

Bulletin 53/69
Trade Agreement. E.S.B. 1209/G/J

ITALY/POLAND

Bulletin 54/69
Trade agreement. E.S.B. 1209/G/J.

JAPAN

Bulletin 55/69
Inquiry for harness. E.S.B. 11991/69/J.
Inquiry for men's socks E.S.B. 12487/69/J.

JORDAN

Bulletin 53/69
Inquiry for worsted yarns. E.S.B. 12077/69/J.

(Continued on next page)

KOREA
Bulletin 55/69
Inquiry for printing machinery. E.S.B. 12309/69/J.

LEBANON
Bulletin 56/69
Agency inquiry for gin. E.S.B. 12179/69/J.

LIBERIA
Bulletin 56/69
Agency inquiry for cable; conductor; wire. E.S.B. 4045/69/J.
Bulletin 57/69
Agency inquiry for wires. E.S.B. 4918/69/J.

LIBYA
Bulletin 54/69
Inquiry for paper bags. E.S.B. 12194/69/J.

LUXEMBOURG
Bulletin 54/69
*1s. Inquiry for screws. E.S.B. 9957/69/J.

MALAWI
Bulletin 53/69
Inquiry for cement bagging and weighing machines. E.S.B. 9241/69/J.
Bulletin 56/69
Inquiry for cosmetics; fancyware; giftware; glassware; knitwear; radios; silverware. E.S.B. 10374/69/J.
Inquiry for axle hubs. E.S.B. 12634/69/J.

MALAYSIA
Bulletin 53/69
Inquiry for telecommunication equipment telecommunication components and accessories; miscellaneous equipment for the forces; agricultural machinery; fishing and navigation equipment; railway engines; rolling stock and equipment; mechanical handling equipment. E.S.B. 5128/69/J.
Bulletin 57/69
Inquiry for perfume. E.S.B. 12657/69/J.

MALTA
Bulletin 53/69
Agency inquiry for refrigerators; television and radio sets; washing machines. E.S.B. 9635/69/J.

MEXICO
Bulletin 54/69
*Inquiry for paper manufacturing equipment. E.S.B. 11888/69/J.
Bulletin 56/69
Agency inquiry for machine tools. E.S.B. 5028/699/J. metallic structures for transmission towers; pumps and valves; steam pipes. E.S.B. 6214/69/J.

NEW ZEALAND
Bulletin 54/69
Inquiry for speaker grille cloth. E.S.B. 11763/69/J.
Inquiry for compressor. E.S.B. 11837/69/J.
Bulletin 55/69
Agency inquiry for circuit breakers; power cables and transformers. E.S.B. 11886/69/J.
Inquiry for polyester dress fabrics. E.S.B. 8835/69/J.

NIGERIA
Bulletin 57/69
Agency inquiry for chemicals; paraffin wax etc. E.S.B. 11869/69/J.

NORTH AMERICA
Bulletin 57/69
Store buyers visit London. E.S.B. 4415/69/J.

PAKISTAN
Bulletin 55/69
Inquiry for nylon yarns. E.S.B. 12315/69/J.

PERU
Bulletin 54/69
Agency inquiry for industrial items; light and heavy industrial equipment. E.S.B. 5333/69/J.

POLAND
Bulletin 53/69
Inquiry for battery caps; insulators. E.S.B. 9769/69/J.
3s. Inquiry for turbo-compressors. E.S.B. 8467/69/J.

PORTUGAL
Bulletin 53/69
Inquiry for containers. E.S.B. 11098/69/J.
Bulletin 54/69
Agency inquiry for eye cosmetics; nursery products and baby wear; swim caps. E.S.B. 11808/69/J.
Bulletin 57/69
Agency inquiry for domestic electrical equipment. E.S.B. 12447/69/J.
Agency inquiry for advertising novelties; giftware; toys. E.S.B. 49596/68/J.
Agency inquiry for domestic hardware; giftware; holloware; tables; tea trolleys; vacuum flasks and jugs. E.S.B. 8639/68/J.

SAUDI ARABIA
Bulletin 57/69
Inquiry for hair dryers; novelties; scarves; stockings; sunglasses; women's and children's clothing. E.S.B. 11980/69/J.

SIERRA LEONE
Bulletin 53/69
Inquiry for buckles; buttons; gloves; handbags; hats; women's underwear. E.S.B. 7563/69/J.

SINGAPORE, REPUBLIC OF
Bulletin 54/69
Agency inquiry for paper tableware wrapping paper. E.S.B. 11794/69/J.
Bulletin 57/69
Inquiry for cranes; decompression chambers; electric power tools; heavy turning plant for shipyards equipment; welding equipment. E.S.B. 12709/69/J.

SOUTH AFRICA
Bulletin 53/69
Agency inquiry for overcoatings. E.S.B. 11826/69/J.

SPAIN
Bulletin 55/69
Inquiry for sugar beet machinery. E.S.B. 12312/69/J.

SWEDEN
Bulletin 53/69
Market report on earthmoving equipment. E.S.B. 5094/69/J.
Inquiry for mobile cafeteria bodies. E.S.B. 11586/69/J.
Agency inquiry for drilling machines; lathes; milling machines; presses. E.S.B. 11691/69/J.
Agency inquiry for coating; skirting; suiting; trouserings. E.S.B. 11599/69/J.
Agency inquiry for piece goods. E.S.B. 10371/69/J.
Inquiry for confectionery; snack items. E.S.B. 48774/68/J.
Inquiry for handbags; jewellery. E.S.B. 10263/69/J.
Bulletin 55/69
Inquiry for nylon tricot. E.S.B. 10060/69/J.
Agency inquiry for fungicides; herbicides; insecticides. E.S.B. 11754/69/J.
Agency inquiry for cocktail snacks; confectionery; delicatessen products. E.S.B. 11819/69/J.
Agency inquiry for laboratory instruments, apparatus and consumables. E.S.B. 11809/69/J.
Bulletin 57/69
Inquiry for paper underwear. E.S.B. 12467/69/J.
Agency inquiry for jacquard and upholstery fabrics. E.S.B. 5557/69/J.

SWITZERLAND
Bulletin 53/69
Inquiry for sanitaryware. E.S.B. 11821/69/J.
Agency inquiry for tiles. E.S.B. 43042/68/J.
Bulletin 54/69
Inquiry for caravans. E.S.B. 11609/69/J.
Agency inquiry for coats and jackets; dresses; jersey fabrics. E.S.B. 11663/69/J.
Inqury for photo-copyng machines; paper and offset printing machine. E.S.B. 11533/69/J.
*Agency inquiry for sports car accessories. E.S.B. 11639/69/J.
Bulletin 55/69
Agency inquiry for uoor covering; tufted carpeting. E.S.B. 8020/69/J.
Inquiry for chemicals. E.S.B. 11587/69/J.
Bulletin 56/69
Inquiry for engineers small tools. E.S.B. 12517/69/J.
Agency inquiry for drill bits. E.S.B. 12394/69/J
Inquiry for disposable hospital articles; stainless steel needles. E.S.B. 12431/69/J.
Bulletin 57/69
Agency inquiry for artificial eyelashes and fingernails. E.S.B. 12620/69/J
Agency inquiry for synthetic fur coats. E.S.B. 12021/69/J.
Agency inquiry for clothing; knitwear. E.S.B. 12400/69/J.

TURKEY
Bulletin 55/69
*12s. Inquiry for pipes; fittings; unions; flanges; gaskets; valves; equipment and accessories for oil and petrol installations. E.S.B. 11075/69/J.

UAR (EGYPT)
Bulletin 53/69
Inquiry for stocking making machinery. E.S.B. 12131/69/J.

USSR
Bulletin 54/69
Inquiry for development of fishing industry. E.S.B. 9464/69/J.

UNITED STATES OF AMERICA
Bulletin 53/69
Inquiry for leather goods; metal emblems. E.S.B. 10070/69/J.
Bulletin 54/69
Agency inquiry for welding equipment and supplies. E.S.B. 11913/69/J.
Bulletin 55/69
Agency inquiry for air filters; air pollution control devices and instruments; fans; sound and vibration control devices and instruments. E.S.B. 11907/69/J.
Inquiry for clothing. E.S.B. 11795/69/J.
*8s Manufacture under licence in Britain – materials handling equipment. E.S.B. 9913/69/J.
Bulletin 56/69
Inquiry for giftware. E.S.B. 12016/69/J.
Inquiry for earthenware dinner sets; glass stem-ware. E.S.B. 6194/69/J.
Bulletin 58/69
Inquiry for cranes. E.S.B. 10987/69/J.

VENEZUELA
Bulletin 57/69
Agency inquiry for roller skates. E.S.B. 12366/69/J.

WINDWARD AND LEEWARD ISLANDS
Bulletin 53/69
Inquiry for kitchen equipment. E.S.B. 1788/69/J.
Bulletin 54/69
Agency inquiry for cosmetics; sanitaryware. E.S.B. 11716/69/J.

YUGOSLAVIA
Bulletin 57/69
Inquiry for fire-fighting equipment. E.S.B. 11058/69/J.

ZAMBIA
Bulletin 56/69
Inquiry for cine and loop projectors; episcopes; solid geometrical shapes; teaching aids; wall charts and programme texts. E.S.B. 34590/68/J.

Government Publications

required by customers in Wales may be obtained quickly from
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Tel. No. 01-949 4963/4908/4754. Telegrams: Claprola, New Malden. Telex: Chamcom/London 261981/Claprola.

Snap! Alitalia goes automatic in London and Rome

In Rome Alitalia is operating one of the world's most up-to-date cargo terminals, computerised, fully-automated and with a throughput of 500 tons a day.

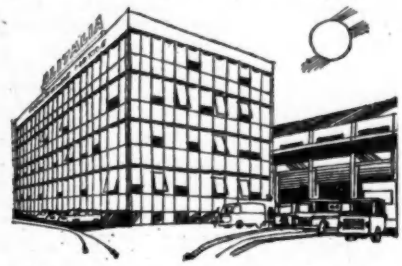
Now Alitalia goes automatic in London as well.

The new cargo centre at Heathrow has 54,000 sq. ft. of office and warehouse space with an initial throughput of 25,000 tons of cargo a year and 80,000 tons ultimately.

It's equipped to handle cargo from all Alitalia aircraft, using the same facilities for export and import consignments.

This cuts duplication and minimises delays in the handling and transfer of cargo.

Heathrow has a maximum of eighteen reception points for cargo and like Rome it's equipped with pallet pits designed to accommodate 8'x 8'x 10' Inter-Modal Containers and the standard I.A.T.A. international pallets and containers carried by Alitalia DC-8F and DC-9F all-cargo jets.



There are two more centres planned, in New York and Milan, to complete the network.

Alitalia jets are flying a million miles a month to 90 cities in six continents.

They serve the keypoints of the world.

And Alitalia is opening up more all-cargo services every year.

Flying your freight Alitalia makes sound economic sense.

Alitalia keeps your cargo ahead.

ALITALIA CARGO SYSTEM

Built from the ground up

Opportunities for exporters—calls for tender

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.**† *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (the price of these varies – See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA).*

ALGERIA

Bulletin 55/69
ALGERIAN STATE PHARMACY:
*2s. (In French.) **Nystatine.** April 10. E.S.B. 11480/69/J.

Bulletin 57/69
ALGERIAN MINISTRY OF PORTS AND TELECOMMUNICATIONS:
***Telecommunication System and Equipment.** (Further Information.) E.S.B. 10834/69/J.

ANGOLA

Bulletin 56/69
MUNICIPALITY OF SA DA BANDEIRA:
Buses. April 9. E.S.B. 12201/69/J.

AUSTRALIA

Bulletin 56/69
CAPRICORNIA REGIONAL ELECTRICITY BOARD:
*56s. **Transformers.** April 21. E.S.B. 11499/69/J.
Lamps, Lamp Caps and Lamp Jacks. April 29. E.S.B. 12212/69/J.

BELGIUM

Bulletin 57/69
SHAPE
***HF Antenna Systems.** May 20. E.S.B. 12242/69/J.

BURMA

Bulletin 54/69
IRRIGATION DEPARTMENT:
*3s. **Chain Tongs; Pipe Wrenches; Lifting Jacks.** April 17. E.S.B. 11283/69/J.
PEOPLE'S BAWDWIN INDUSTRY:
Switchfuses. April 12. E.S.B. 11287/69/J.
PORT OF RANGOON:
*3s. **Batteries and Accessories.** April 17. E.S.B. 11289/69/J.
STATE TIMBER BOARD:
*3s **Mobile Crane.** April 21. E.S.B. 11290/69/J.

Bulletin 55/69
PEOPLE'S BAWDWIN INDUSTRY:
*3s. **Insulators.** April 12. E.S.B. 11284/69/J.
*3s. **Thyrite Lightning Arresters.** April 12. E.S.B. 11285/69/J
*3s. **Lightning Arresters.** April 12. E.S.B. 11286/69/J.
PEOPLE'S OIL INDUSTRY:
*3s. **Mitre Gears.** April 15. E.S.B. 11439/69/J.

CANADA

Bulletin 55/69
BRITISH COLUMBIA HYDRO AND POWER AUTHORITY:
Suspension and Dead-end Hardware Assemblies. May 6. E.S.B. 11447/69/J.
Dam Gates. June 3 E.S.B. 11448/69/J.

CEYLON

Bulletin 55/69
DEPARTMENT OF GOVERNMENT ELECTRICAL UNDERTAKINGS:
*3s. **Air Conditioning Plants.** (Further Information.) E.S.B. 11152/69/J.
LAND DEVELOPMENT DEPARTMENT:
*1s. **Rock Crusher.** (Further Information.) E.S.B 11154/69/J.
STATE ENGINEERING CORPORATION OF CEYLON:
*7s. **Pneumatic Hammers and Accessories.** April 26. E.S.B. 11452/69/J.

Bulletin 57/69
CEYLON GOVERNMENT RAILWAY:
*12s **Pig Iron.** (Further Information.) E.S.B. 8668/69/J.
FORESTRY DEPARTMENT:
Contractors' Plant; Tractors; Vehicles; Crane. June 8. E.S.B. 12273/69/J.

CHILE

Bulletin 54/69
EMPRESA NACIONAL DE ELECTRICIDAD S.A.:
*97s. **Cranes; OHT.** Closing date postponed to April 23. E.S.B. 4510/69/J.

CONGO, DEMOCRATIC REPUBLIC OF

Bulletin 53/69
DCMP KINSHASA:
*3s. (In French.) **Antibiotics; Pharmaceuticals.** April 14. E.S.B. 11147/69/J.
4s. (In French.) **Pharmaceuticals.** April 28. E.S.B. 11148/69/J.
*4s. (In French.) **Pharmaceuticals.** April 24. E.S.B. 11149/69/J.

Bulletin 54/69
DCMP KINSHASA:
*4s. (In French.) **Chemicals and Reagents.** April 16. E.S.B. 11256/69/J.

COSTA RICA

Bulletin 57/69
EL INSTITUTO NACIONAL DE SEGUROS:
*2s. (In Spanish.) **Communications Equipment.** April 21. E.S.B. 12244/69/J.
*2s. (In Spanish.) **Transceivers.** April 17. E.S.B. 12250/69/J.
*3s (In Spanish.) **Transceivers.** April 14. E.S.B. 12249/69/J.

CYPRUS

Bulletin 57/69
ELECTRICITY AUTHORITY OF CYPRUS:
Switchgear. June 27. E.S.B. 12257/69/J.

GERMANY, FEDERAL REPUBLIC OF

Bulletin 56/69
HQ NORTHAG/TWO ATAF:
*16s. **Metal Office Furniture.** April 18. E.S.B. 11464/69/J.
***Water Supply and Purifying Equipment; Truck.** June 2. E.S.B. 12213/69/J.

GHANA

Bulletin 56/69
GHANA SUPPLY COMMISSION:
*23s. **Bogie Vans** (Further Information.) Closing date postponed to April 16. E.S.B. 6028/69/J.
*23s. **Cranes,** (Further Information.) Closing date postponed to April 16. E.S.B. 6038/69/J.

†*The* **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35, Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

Monsieur J. Abtan (seated) of the Prefecture of Rabat in Morocco seen with Mr. John Bennett (right) interpreter and Mr. John Shaw, Grass Machinery Sales Department, at Ransomes lawn mower works in Ipswich. Mr. Abtan supervises all golf courses in Morocco, including the equipping of a new 45 hole course (two 18 holers and a nine holer). He was spending two days in Ipswich as the guest of Ransomes, studying golf course equipment.

INDIA

Bulletin 55/69
CHITTARANJAN LOCOMOTIVE WORKS:
*57s. **Machine Tools.** (Further Information.) E.S.B. 8181/69/J.

Bulletin 56/69
DIRECTORATE GENERAL OF SUPPLIES AND DISPOSALS:
Proof Press Cylinder. April 15. E.S.B. 11475/69/J.

Bulletin 57/69
MINISTRY OF RAILWAYS:
Drafting Machines with Drawing Board. April 14 E.S.B. 12276/69/J.
UP STATE ELECTRICITY BOARD:
Transformers. April 29. E.S.B. 12275/69/J.

IRAN

Bulletin 56/69
IRANIAN TOBACCO MONOPOLY:
***Cardboard.** May 12. E.S.B. 11495/69/J.

Bulletin 56/69
*7s. **Weighbridges.** May 14 E.S.B. 11496/69/J.
UNIVERSITY OF MASHAD:
Language Laboratory Equipment. April 22. E.S.B. 11198/69/J.

IRAQ

Bulletin 55/69
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
*30s. **Piston Pumps.** (Further Information.) E.S.B. 9850/69/J.
MINISTRY OF FINANCE:
*14s. **X-Ray Units.** April 20. E.S.B. 11421/69/J.
*6s. **Workshop Equipment** April 20. E.S.B. 11423/69/J.
MINISTRY OF MUNICIPAL AND RURAL AFFAIRS:
Brackets and Accessories. April 12. E.S.B. 11477/69/J.
Tools. April 12. E.S.B. 11478/69/J
MUNICIPAL AND VILLAGE AFFAIRS:
Construction of Sewers and Pumping Stations. Closing date postponed to April 19. E.S.B. 796/69/J.

ITALY

Bulletin 54/69
MINISTERO DELLA DIFESA:
Telephone Cables. May 27. XP 279/69/J.

KENYA

Bulletin 53/69
EAST AFRICA RAILWAYS AND HARBOURS:
Rails; Sleepers. April 15 E.S.B. 11219/69/J.
NAIROBI CITY COUNCIL:
*12s. **Traffic Signals.** Closing date postponed to April 8. E.S.B 10153/69/J.

KUWAIT

Bulletin 55/69
KUWAIT NATIONAL PETROLEUM CO. (KSC):
8s. **Chemicals.** April 21. E.S.B. 11446/69/J.
*10s. **Laboratory Equipment.** April 21. E.S.B. 11449/69/J.

*5s. **Laboratory Equipment.** April 21. E.S.B. 11445/69/J.

Bulletin 56/69
KUWAIT SPANISH PETROLEUM CO.:
*3s. **Radio Mast.** April 15. E.S.B. 12302/69/J.

LEBANON

Bulletin 54/69
REGIE LIBANAISE DES TABACS:
Cigarette Paper. April 15. E.S.B. 11413/69/J.

Bulletin 57/69
UN RELIEF AND WORKS AGENCY HEADQUARTERS:
*22s. **School Supplies and Equipment.** April 15. E.S.B. 12285/69/J.
MINISTRY OF EDUCATION:
*94s. (Documents in French.) **Laboratory Equipment.** April 29. E.S.B. 12284/69/J.

MALAYSIA

Bulletin 53/69
SABAH STATE TENDER BOARD:
Pumps. April 21. E.S.B. 10886/69/J.
***Pumps.** April 14. E.S.B. 11150/69/J.

Bulletin 56/69
STATE DIVISIONAL TENDERS BOARD:
*2s. **Medals.** May 7. E.S.B. 12210/69/J.

Bulletin 57/69
DIRECTOR OF PUBLIC WORKS:
*6s. **Pipes; Pipe Fittings and Accessories.** May 12. E.S.B. 12289/69/J.
DIRECTOR OF TELECOMMUNICATIONS, STORES AND WORKSHOPS:
*5s. **Stay Rods; Stay Plates.** April 9. E.S.B. 12291/69/J.

MALTA

Bulletin 53/69
TREASURY:
Traction Units. (Further Information.) E.S.B. 10875/69/J. and 10877/69/J.
***Fork Lift Trucks.** (Further Information.) E.S.B. 10876/69/J.
Crane. (Further Information.) E.S.B. 10878/69/J.
Steel Wire Mesh. (Further Information.) E.S.B. 10879/69/J.
***Dairy Equipment.** (Further Information.) E.S.B. 10880/69/J.
Fishing Nets. (Further Information.) E.S.B. 10881/69/J.

NETHERLANDS

Bulletin 54/69
HQ ALLIED FORCES CENTRAL EUROPE:
***Station Wagons.** April 10. E.S.B. 11248/69/J.
***Vehicles.** April 10. E.S.B. 11249/69/J.

NEW ZEALAND

Bulletin 55/69
POST OFFICE HEADQUARTERS:
*43s. **Cords, Telephone Handset.** April 14. E.S.B. 11401/69/J.
*4s. **Radio Receiving Valves.** April 14. E.S.B. 11450/69/J.
*7s. **Radio Telephone System.** April 11. E.S.B. 11451/69/J.

Bulletin 56/69
AUCKLAND HOSPITAL BOARD:
***Textiles.** May 23. E.S.B. 12238/69/J.

Bulletin 57/69
POST OFFICE HEADQUARTERS:
*4s. **Electrical Materials.** April 18. E.S.B. 12260/69/J.
*7s. **Frequency Measuring Receiver.** April 16. E.S.B. 12258/69/J.
NEW ZEALAND RAILWAYS:
*2s. **Cable.** April 23. E.S.B. 12286/69/J.
POST OFFICE HEADQUARTERS:
*3s. **Protectors.** April 23. E.S.B. 12287/69/J.

PAKISTAN

Bulletin 55/69
DIRECTORATE OF SUPPLY:
*25s. **Workshop Equipment.** May 5. E.S.B. 11418/69/J.
*9s. **Fan Motors, Workshop Equipment.** April 9. E.S.B. 11419/69/J.
WEST PAKISTAN RAILWAY BOARD:
*18s. **Couplings.** (Further Information.) E.S.B. 9882/69/J.

SAUDI ARABIA

Bulletin 55/69
ARABIAN OIL COMPANY (JAPAN)
Construction of Oil Tanks. April 15. E.S.B. 11410/69/J.

SOUTH AFRICA

Bulletin 53/69
CAPE PROVINCIAL TENDER BOARD:
*5s. **Patients Lifting Device.** April 11. E.S.B. 11224/69/J.

Bulletin 54/69
STATE PROCUREMENT BOARD:
*15s. **Tractors.** April 14. E.S.B. 11244/69/J.
*7s. **Waterproof Paper.** April 10. E.S.B. 11244/69/J.
*7s. **Ear Protectors.** April 9. E.S.B. 11251/69/J.
STATE TENDER BOARD:
*20s. **Hydraulic Truck Crane.** April 17. E.S.B. 11253/69/J.
*10s. **Crane.** April 17. E.S.B. 11254/69/J.

Bulletin 55/69
CAPE PROVINCIAL TENDER BOARD:
Cardioscope; Pacemaker. April 25. E.S.B. 11408/69/J.
Autoclave. April 18. E.S.B. 11407/69/J.
STATE TENDER BOARD:
*20s. **Fire Fighting Vehicles.** April 10. E.S.B. 11274/69/J.
CAPE PROVINCIAL TENDER BOARD:
Surgical Saw and Drill. May 2. E.S.B. 11409/69/J.
CENTRAL TENDER BOARD:
Vehicles. April 11. E.S.B. 11241/69/J.

Bulletin 56/69
CAPE PROVINCIAL TENDER BOARD:
*3s. **Caravans.** April 11. E.S.B. 12228/69/J.

Bulletin 57/69
Caravan Trailer. April 11. E.S.B. 12277/69/J.
Science Apparatus. April 15. E.S.B. 12279/69/J.
Kaffir Sheeting. April 11. E.S.B. 12278/69/J.
Dishwashing Machine; Food Mixer. April 15. E.S.B. 12280/69/J.
Survey Equipment. April 18. E.S.B. 12281/69/J.
Bituminous Products; Primer and Road Tar. April 11. E.S.B. 12282/69/J.

SPAIN

Bulletin 57/69
MINISTERIO DE OBRAS PUBLICAS
Canal Works. April 16. E.S.B. 12253/69/J.

SUDAN

Bulletin 54/69
SUDAN RAILWAYS:
*2s. **Circular Saw.** April 12. E.S.B. 11260/69/J.
*5s. **Motor Trolleys and Accessories.** April 15. E.S.B. 11264/69/J.

Bulletin 55/69
POSTS AND TELEGRAPH DEPARTMENT:
*6s. **Cable.** April 19. E.S.B. 10845/69/J.
CENTRAL ELECTRICITY AND WATER CORPORATION:
Subtransmission Extension. Mid April. E.S.B. 11271/69/J.

SWITZERLAND

Bulletin 54/69
EUROPEAN CENTRE FOR NUCLEAR RESEARCH (CERN):
Pipes, Tubes. Closing date not stated. E.S.B. 11415/69/J.
Cranes. April 30. E.S.B. 11416/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 55/69
PUBLIC WORKS DEPARTMENT:
Lifts. April 1. E.S.B. 11440/69/J and 11441/69/J.

TAIWAN

Bulletin 53/69
CENTRAL TRUST OF CHINA
***Railway Passenger Car Bodies.** May 1. E.S.B. 11138/69/J.
***Telephone Equipment.** April 28. E.S.B. 11145/69/J.

TANZANIA

Bulletin 55/69
NATIONAL DEVELOPMENT CREDIT AGENCY:
*1s. **Hand Spray Pumps.** April 25. E.S.B. 11412/69/J.

THAILAND

Bulletin 55/69
DIRECTORATE OF AIR ENGINEERING:
*3s. **Routing and Drilling Machine.** April 29. E.S.B. 11466/69/J.
STATE RAILWAY OF THAILAND:
*3s. **Cutting and Grinding Machine.** April 15. E.S.B. 11461/69/J.
Lamps. April 9. E.S.B. 11296/69/J.
*2s. **Precision Lathe.** April 15. E.S.B. 11462/69/J.
*1s. **Axle Box, Bearing.** April 16. E.S.B. 11467/69/J.
THAILAND TOBACCO MONOPOLY:
Filter Rod. April 9. E.S.B. 11295/69/J.
YANHEE ELECTRICITY AUTHORITY:
Substation Equipment. May 6. E.S.B. 11463/69/J.

TURKEY

Bulletin 55/69
STATE HYDRAULIC WORKS (DSI):
*6s. **Concrete Laboratory Equipment.** April 14. E.S.B. 11455/69/J.
*7s. **Brass Rules, Angles and Braces.** April 15. E.S.B. 11456/69/J.
MINISTRY OF EDUCATION:
*105s. **Film, Radio and TV Studio Equipment.** April 24. E.S.B. 11459/69/J.

UNITED STATES OF AMERICA

Bulletin 56/69
UNITED STATES DEPARTMENT OF THE INTERIOR:
*36s. **Transformers.** April 17. E.S.B. 12231/69/J.

URUGUAY

Bulletin 54/69
ANCAP:
*9s. **Workshop Equipment.** April 16. E.S.B. 11276/69/J.
*8s. **Pipe Cutting Sets.** April 15. E.S.B. 11280/69/J.
*8s. **Sulphur.** April 16. E.S.B. 11404/69/J.
*15s. **Drilling Equipment.** May 30. E.S.B. 11405/69/J.
*11s. **Electrodes, Soldering Rods.** April 17. E.S.B. 11406/69/J.

Bulletin 55/69
*13s. **Tools and Accessories.** April 17. E.S.B. 11277/69/J.
*10s. **Batteries, Accumulators.** April 15. E.S.B. 11279/69/J.

VIETNAM

Bulletin 56/69
INDUSTRIAL DEVELOPMENT CENTRE:
*11s. **Plastic Manufacturing Machinery.** April 30. E.S.B. 12224/69/J.
*16s. **Radio Components Manufacturing Machinery.** April 15. E.S.B. 12225/69/J.
*12s. **Construction of Animal Feed Mill Plant.** April 15. E.S.B. 12229/69/J.
INDUSTRIAL DEVELOPMENT CENTRE:
*12s. **Polyester Sheet and Button Manufacturing Equipment.** April 15. E.S.B. 12219/69/J.
*9s. **Consultancy Services.** April 5. E.S.B. 12220/69/J.
*13s. **Cotton Wool and Sanitary Towel Manufacturing Plant.** May 31. E.S.B. 12221/69/J.
*12s. **Plastic Products Manufacturing Machinery.** April 30. E.S.B. 12232/69/J.
*11s. **Plastic Plant Equipment.** April 15. E.S.B. 12223/69/J.

ZAMBIA

Bulletin 55/69
CENTRAL SUPPLY AND TENDER BOARD:
*4s. **Cross Connection Cabinets.** April 18. E.S.B. 11273/69/J.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published on page viii of March 14 *issue of the* Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page* 888 *of this issue) or the Export Services Branch, Hillgate House,* 35 *Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Extensive tour of Middle East

AS AN EXTENSION of his recent visit to Mediterranean territories to promote the sales of pre-engineered steel buildings, structural steelwork and other building systems, Mr. David M White, the export sales manager of Sanders & Forster Limited, Warton Road, London, E.15, is on a further extensive tour of the Middle East. Mr. White will visit Tunisia, Libya, Saudi Arabia, Bahrain, Qatar, Abu Dhabi (Trucial States), Dubai (Trucial States), Kuwait, Iran, Iraq, Lebanon and Cyprus, where he will meet existing agents and appoint new agents in those territories where the company is not adequately represented.

Besides promoting sales of structural steelwork and following up the more promising sales 'leads', Mr. White will also explore the possibilities of arranging licensing agreements to manufacture the company's range of pre-engineered steel buildings, the SCOLA building construction system and other structural steelwork products.

Concentrated sales drive

MR. K. A. HAYWARD-WRIGHT, managing director, and Mr. T. D. Payne, field sales controller of George Waller & Son Ltd., of Stroud, consulting engineers and manufacturers of air and gas boosting equipment, are making a sales drive which will cover parts of Europe, South Africa, the Far East and Australia. Mr. Hayward-Wright will concentrate on Europe, and Mr. Payne on South Africa, the Far East and Australia.

Antipodes tour

A FIVE weeks sales tour of Australia is being made by Mr. E. Kaes, of the export department of QVF Limited, chemical engineers, of Stoke-on-Trent. After a brief stop-over in Singapore, he will visit customers in Perth, Adelaide, Melbourne, Sydney and other Australian industrial centres. During his tour he will be accompanied by the firm's Australian agents, Thomas Optical (Pty.) Ltd. From Australia Mr. Kaes will visit Wellington, Dunedin, Christchurch and Auckland, in New Zealand.

Middle East market study

MR. JOHN FIRTH, export sales manager of Newman Industries Limited, the electric motor manufacturers of Yate, Bristol, has left on a month's sales tour of the Middle East. He will visit Cyprus, Lebanon, Saudi Arabia, Abu Dhabi, Kuwait, Iraq and Iran – all territories where Newman already has a strong sales foothold, particularly for special motors for oil and irrigation applications.

The object of the tour, which is an extension of Mr. Firth's previous visit to the area in 1966, is to study business trends and to plan accordingly for future sales expansion.

24,000 miles South American and Caribbean tour

CURRENTLY on a five-week tour of 14 South American and Caribbean countries seeking to boost still further sales of his company's CKD products is Mr. Colin Stewart, manager of the overseas assembly division of Pye Group (Radio and TV) Limited, of Cambridge. By the time he returns to Cambridge at the end of his 24,000 mile tour, Mr. Stewart will have made more than 50 calls while visiting Uruguay, Argentina, Chile, Bolivia, Peru, Ecuador, Colombia, Panama, San Salvador, Nicaragua, Costa Rica, Venezuela, Trinidad and Jamaica.

Pirelli export drive

PIRELLI'S recently promoted assistant tyre export sales manager, Mr. Michael Palmer, has left for an eight week tyre export boost trip to South Africa, Australia, Malaysia and Ceylon in each of which he will have talks with Pirelli tyre distributors and customers.

In an effort to increase sales to their major export markets, the US and Canada, and to further develop sales in Australia, Mr. T. J. K. Harfield, general rubber goods export sales manager of Pirelli Ltd., is currently in the United States. During his seven week trip he will visit furniture manufacturers and webbing distributors. He will introduce Australian businessmen to Pirelli's new Super 70 webbing that was first shown in the United Kingdom in 1968 and was introduced to the US and Canada at the last International Furniture Suppliers' Fair at Louisville, Kentucky.

£6,000 orders result from visit

ORDERS valued at £6,000 for tableware and ornamental china have been received by Doulton Fine China Limited resulting from a concentrated sales effort in Japan. Mr. F. W. Kerry, a director of the company who spent two weeks in Japan recently, commented: 'Last year we forecast that we expected to double our Japanese exports during 1969 and we are now receiving substantial orders from large store groups resulting from our intensive drive in the Far East. At present Royal Doulton holds 25 per cent of the £40,000 Japanese market, and we are confident that this year our share of the market will be greatly increased.'

He said that during the next month buying missions from three Japanese concerns would be visiting the factory to place orders for the 'British Week' in Tokyo this September. One of these missions represented a Tokyo store which had already placed a £3,000 order for tea cups and saucers in the English Translucent China pattern 'Tapestry'.

Visit secures orders

JOHN WHITE FOOTWEAR LIMITED has received its largest orders ever from Hong Kong as a result of the company's participation in the Far East Mission of the British Footwear Manufacturers' Federation. Mr. Peter Joseph, assistant to the export director, represented the company, and during his stay in Hong Kong, he secured orders worth over £15,000. Mr. Joseph also secured both sample and firm orders in Tokyo.

Tableware sales tour

MR. VICTOR PORTER, export manager of Melaware Ltd., of Brentford, Middlesex, is currently on a two-week sales trip to Austria and Switzerland to boost export orders for the company's popular range of break-resistant melamine tableware. Mr. Porter's first stop is Vienna, where he will contact a number of large departmental stores to gauge sales in connection with a major export drive coinciding with the Vienna British Week in October. He will also have talks with Melaware's recently appointed Austrian distributor.

The second week will be spent in Zurich, where he will have talks with established customers selling special Melaware lines in supermarket outlets throughout Switzerland.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

INFORMATION ABOUT the commercial standing of overseas firms is available to you through the Board of Trade and is particularly useful in indicating whether a firm is suitable to act as your agent or representative. Many status reports are on record, and where these need to be brought up to date or new reports obtained, this is rapidly done in collaboration with Diplomatic Service commercial officers abroad.

These reports can tell you of the local standing of firms overseas, the scope of their activities, and the size of their organization, and their suitability to act as your representatives. The reports do not, however, include credit ratings or detailed financial information, and reports on potential customers should be obtained from specialized sources such as banks or credit reporting agencies. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board,

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion on this page.

A big step forward in the construction of the Cable and Wireless Earth Station at Stanley Peninsula, Hong Kong, was made recently when the main azimuth fabrication was lifted into position on the tower top. Building construction, which will stand typhoon winds of up to 200 miles per hour, began on July 15 last year and the station is expected to be ready for service in the middle of this year. It will provide 80 two-way voice circuits and international TV links to the United States, Japan, Australia and other territories in the area.

Polish, Hungarian orders

The receipt of orders worth over £200,000 for Poland and Hungary is announced by Wellman Incandescent Furnace Co. Ltd., Smethwick, Worcestershire. The first contract involves heat treatment equipment to be installed at Katowice in Southern Poland for use in the hardening and tempering of heavy vehicle crankshafts. The plant for Hungary consists of two complete tin and aluminium plate printing and lacquering lines to be installed at Debrecen.

Increased sales

Export sales of James A. Jobling & Co. Ltd., the 'Pyrex' brand glassware manufacturers, of Sunderland, rose by 33 per cent during 1968. The largest percentage sales increases occurred in Malaya, the Federal Republic of Germany and Belgium. New markets included Chile and Ecuador.

£1 million worth of orders

The Rectifier equipment division of Westinghouse Brake and Signal Company Limited, is now working on export orders to the value of more than £1 million for the supply of rectifier and control equipments for applications in the metal coating and finishing industries mainly in Portugal, Poland and USSR.

30 per cent export increase

Growing demand for its new cardiovascular drugs was a big factor in the 30 per cent increase in exports achieved by ICI Pharmaceuticals Division in 1968. The total value of the Division's exports exceeded £13 million. Sales to the United States, the Division's largest export market, increased by 65 per cent.

Computer floor order

Orders for Cavco flooring for computer installations in Hungary, totalling £12,500, have been secured by the Cavity Flooring Co. Ltd., of Luton, Beds., in conjunction with Precision Air Control Ltd., air conditioning engineers. The floors are for computer rooms serving banks, railways and premises of the Hungarian Ministry of Trade.

Spain and German orders

Recent order for the Decca ISIS 300 marine alarm monitoring and data logging systems include eleven from the United States, two from Spain and three from Germany. These bring the number of ships for which ISIS 300 has now been supplied, or is on order, to 36.

Maltese sales doubled

Doulton Fine China Limited, of Burslem, Staffs., doubled their sales to Malta during 1968 to £6,000 from the 1967 record export of £3,000.

Steel tubes for Hong Kong

Stewarts and Lloyds (Northern and Tubes Group, British Steel Corporation) is supplying steel tube worth more than £60,000 for the China Light Power Station in Hong Kong.

Textile machinery for Yugoslavia

Platt Bros. (Sales) Ltd. – a Stone-Platt Company – has received orders from Yugoslavia over past months for cotton spinning equipment to a value of £900,000. One contract for £515,000 is from Pamucna Industrija Makedonka, Stip, in Macedonia. Another factory, Predilnica Litija in Slovenia, has placed an order for similar equipment totalling £294,000.

Czechs buy construction equipment

Bankes and Lovelace Ltd., Park Royal, London, N.W.10, have recently negotiated several contracts totalling more than £500,000 with Czech buyers. The equipment to be supplied includes Barber-Greene finishers, Euclid earthmovers, J.C.B. excavators, Kango electric hammers and other items, including tools for the handling and construction industries.

Record export sales

Wiggins Teape's exports of paper were at a record level in 1968. They earned £11,736,000, 11 per cent up on 1967 and over a quarter of the paper and board industry's exports which were worth £40 million last year. Nearly a half of the company export orders went to Europe. Leading earners of foreign currency were printing, writing and specialized packaging paper, NCR paper – the paper which gives copies without carbons – technical papers for industry, paper for drawing offices and photographic papers.

Abu Dhabi order

Tarmac Civil Engineering, a member of Tarmac Derby's construction division, have been awarded a £260,000 contract by the Ruler of the Gulf state of Abu Dhabi for the construction of a series of water and observation wells at the Al Ain oasis near the country's borders with Saudi Arabia and Muscat.

Flight simulator for Beirut

The Civil Aviation Safety Centre in Beirut has ordered a £50,000 Boeing 707-320B Digital Flight Simulator from Redifon, to be built at the Aylesbury plant of Redifon Air Trainers Limited (a member company of the Rediffusion Organization). The new simulator will be the sixth item of training equipment operated by CASC and built by Redifon. It is also the first digital simulator purchased by the Centre.

Power station for Macao hotel

A £47,000 order has been placed with the Ruston Engine Division of English Electric Diesels Limited for a large diesel power station, to provide standby power for a hotel and Casino complex – 'Hotel Lisboa' – in Macao.

£30,000 Greece order

Alkaline Batteries Limited of Redditch announce that they have received orders for Alcad nickel cadmium batteries and associated charging equipment totalling more than £30,000 from the Public Power Corporation in Athens.

Tubes for Finland

In the face of continental competition, the Chesterfield Tube Co. Ltd., a TI company, has secured an order for large carbon steel tubes worth £15,000 from Valmet Oy of Jyvaskyla in Finland.

(*Continued on next page*)

Just in time to see the completion of a £47,000 Canadian order for 1½ miles of 6 ft. wide Silvercord steel cord belting whilst touring BTR's Farington, Lancs., factory, earlier this week, Mr. Owen Green, managing director (second left) inspects a stage in its production. He is accompanied (left to right) by Mr. Donald Tapley, director and general works manager at Farington; Mr. Dennis Crutchley, general works manager; and Mr. Jack Etchells, general sales manager, hose and belting. The belting is for a mine at Sept Iles, Quebec. Valued at more than £47,000, this is the second largest contract received from the Iron Ore Company of Canada.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

EXPORT ORDERS, *continued*

Wool textile exports

The value of British wool textile exports in 1968 was £146.8 million, over 10 per cent higher than in the previous year. Trade in woollen cloth made the most progress, rising from £35.4 million in 1967 to £40.5 million last year, which was the highest level reached since 1957. Shipments to most major customers were improved, with particularly good gains being recorded in trade with the United States, Hong Kong and Canada.

£51,000 Australian order

Ken Coles (Pty) Ltd. of Pennant Hills, Sydney, Australia has placed an order for 13 Whitlock excavator/loaders valued at approximately £51,000. The machines will be shipped during the next two months from the Great Yeldham, Essex plant of Whitlock Bros. Ltd.

Fire defence for Libyan university

The £25 million University of Benghazi, Libya, which is now being built, will incorporate more than £40,000 of British fire defence equipment in the library and associated buildings. The equipment will be manufactured by the Twickenham company, Minerva Fire Defence Limited.

Telephone exchanges for Australia

Telephone Manufacturing Company Limited, a member of the Pye of Cambridge Group have announced a £60,000 order for 600 manual telephone exchanges to the Australian Post Office. The order, placed by the Australian Post Office, was secured by T.M.C. (Australasia) Pty. Ltd.

Aircraft equipment for United States

Smith Industries has received an initial order from Lockheed, California for engine equipment for L.1011 aircraft. The order covers Oil Pressure Indicators (three per aircraft) and the total contract will call for 350 aircraft sets valued at approximately £87,000.

Increase in marine engine orders

Orders for the whole range of Thornycroft marine engines with outputs from 30 h.p., are increasing substantially, from both home and overseas sources. Export sales for the first four months of the current financial year show an increase of 13 per cent over the same period last year. Orders received during the first three weeks of January 1969 include repeat orders from Greece and Italy for engines in the 60/150 h.p. range.

Italian order

Avica Equipment Limited, Hemel Hempstead have won the order from FIAT SpA, Turin, for high duty flexible couplings in stainless steel for the hot air ducting in two prototypes of the FIAT G222 transport aircraft.

Overseas marketing of broilers

F. & G. Sykes Limited of Warminster, international livestock breeders, part of the Melbray Group, has completed a franchise agreement with the Pilch Poultry Breeding Farms of Connecticut, United States to market Pilch broilers in Holland, Denmark, Belgium, France, the Federal Republic of Germany, Italy, Austria, Switzerland and Luxembourg. The agreement extends an existing United Kingdom franchise and Sykes will be the only source of parent stock in the designated countries. The agreement was finalized during a visit to Sykes' Warminster headquarters by Dr. John Van Zandt, overseas marketing manager for Pilch. Total Sykes sales for the current year are projected at £2,750,000 – an increase of £800,000.

Marine engines for Canada and Greece

Orders for diesel marine engines to the value of £200,000 have been received since the beginning of the year by British Polar Engines Ltd. of Govan, Glasgow, the main operating subsidiary of Associated British Engineering Ltd. The majority of the engines are for Canada and Greece.

United Kingdom-Australian contract

A $250 million contract for the supply of alumina has been signed by Field Marshal Sir Gerald Templer, chairman of the British Metal Corporation Limited, and Mr. J. Bates, chairman of Western Aluminium of Australia No Liability, a subsidiary of Alcoa of Australia.

The contract is for a minimum of 20 years.

Repeat Tunisian order

An order from Tunisia for a further 60 Doncaster-built International TD-8 crawler tractors has been announced by International Harvester Company of Great Britain Limited. These 60 hp machines, together worth £152,000, are additional to the 130 units shipped to Tunisia nine months ago for work on extensive agricultural programmes.

European and Far East orders

Centri-Spray Limited of Croydon, Surrey, designers and manufacturers of specialized equipment for industry have recently obtained another £303,572 in orders. Over 50 per cent of the orders are for Germany, France, Japan and Australia.

Part of an order of 55 tons of gloss paint for the Sudan gets a be-bannered send-off as it leaves the factory of Dixon's Paints Limited at Barking, Essex. The company sells about 10 per cent of its annual output overseas, and is negotiating new agencies to expand its markets in several parts of the world.

Using a micrometer a technician at the Horninglow Road, Burton-on-Trent, Staffs., factory of BTR Industries Limited, checks the diameter of standard cutless bearings. The firm recently gained two export orders, one valued at £150,000 for the bearings for a fleet of Russian ice-breakers, and the second for £40,000 for stern tube bearings for destroyers in the Imperial Iranian Navy.

Transformers for Sabah

An order for two transformers has been placed by the Sabah Electricity Board with the South Wales Switchgear Limited, of Blackwood, Monmouthshire, a member of the Aberdare Holdings Group of Companies.

Casting plant for Spain

A £600,000 contract involving the supply of continuous casting plant for a new steelworks in Spain has been won by Wellman Steelworks Engineering Ltd. of London.

Motor cycles for Libya and Burma

Two new orders for BSA Motor Cycles Ltd. mean an additional £55,000 worth of export business for the Birmingham company. One is for 110 Police Special 650 models for use by the Cyrenaica Defence force in Libya – bringing that organization's total number of BSAs to over 400. The other order is from the Burma Army, for 100 Royal Star 500 c.c. twin-cylinder machines, to supplement the army's fleet of similar models.

Caribbean order

A contract valued at approximately $90,000 (EC) has been awarded by the Barbados Telephone Company Limited to the Mitchell Construction Company (Caribbean) Limited, a member of The Mitchell Construction Kinnear Moodie Group Limited, for seven miles of trenching and duct laying.

Repeat orders

A further order for fuel gauging equipment has been received by Smith Industries of Godalming from SAAB of Sweden for the Saab J.35XD Draken aircraft which have been ordered by the Danish Air Force. This order brings the total value of Smith Industries equipment ordered by SAAB in the last six months to £200,000.

SW African water scheme contract

In the face of strong local competition Mather & Platt (Contracting) Ltd., Manchester, has won a £250,000 contract for the supply, erection and commissioning of equipment for a water pumping scheme in South West Africa.

£50,000 orders in two months

Centri-Spray of Croydon, Surrey, has added £256,505 worth of orders to the £303,000 announced three weeks ago. This latest figure brings the company's orders for the first two months of 1969 over the half million mark, of which almost 50 per cent is for export orders. New foreign customers include Peugeot, the French automobile makers, who have bought a £15,000 rotary washing machine for crankshafts and Isuzu Motor Company of Japan.

£5½ million worth of Scotch to United States

Chivas Regal, Seagram's premium Scotch whisky, broke all its sales records for exports to the United States in the 12 months up to end-January 1969. Total value of these exports, excluding duty, was £5,500,000 and the number of cases exported showed an increase of more than 40 per cent over the corresponding period to January 1968.

Foundry equipment for Canada

A complete package deal for foundry equipment worth $75,000 has been ordered by a Canadian company from Richards Structural Steel Co. Ltd., Phoenix Iron Works, Leicester. The order, placed by Industrial Marine Products Inc., Halifax, Nova Scotia, includes sand mixing equipment, screening, bunkering, sand distribution and metal extraction equipment together with mould handling equipment and is due for shipment to Canada in August.

Equipment for Swedish hospital

Morton Machine Company Limited of Wishaw, a member of the Redman Heenan International Group of Companies, is to construct a double chamber steelroom which will form part of a £40,000 suite of radiation diagnostic equipment being supplied by Nuclear Enterprises Limited of Edinburgh, to Fehlgrenfka Fjukhuset, a major hospital centre in Gottenburg, Sweden.

Textile machinery for Pakistan

The East Pakistan Industrial Development Corporation together with the private sector of the Pakistan Jute Industry have placed contracts valued at over £516,000 with the Textile Machinery Division of Giddings & Lewis-Fraser Ltd. of Arbroath, Scotland, and its East Pakistan subsidiary Galfra Habib Limited. Included in the contracts will be Leesona Darwen beaming and sizing machines for which Giddings & Lewis-Fraser are the sole Eastern agents.

Windfinding radar for Austria

An order for a Type WF-2 windfinding radar has been placed with Plessey Radar, part of the Plessey Electronics Group, by the Austrian Central Institute for Meteorology and Geodynamics. The equipment – valued at over £20,000 – will be used for the measurement of upper air windspeeds.

Distillation plant for Bahamas

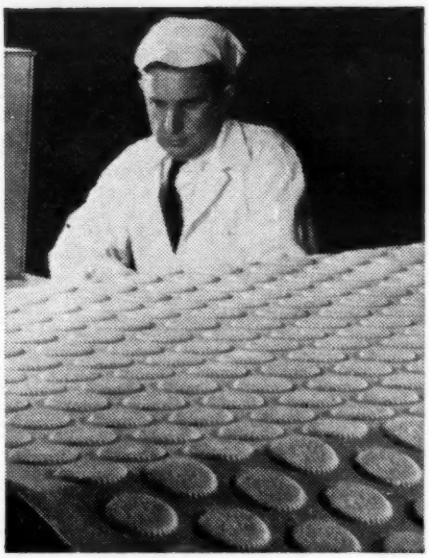
Aiton & Co. Limited of Derby and Sunderland (Whessoe Group), have recently been awarded another contract for the design, supply and commissioning of a water distillation plant to be erected at the Clifton Pier Power Station of the Bahamas Electricity Corporation. The order was placed by the consultants, Ewbank and Partners, London, and was won in the face of active American competition.

Contracts from United States, Japan and Italy

An 80 per cent increase in capacity for production of industrial and electro-optical components from plastics is being undertaken by Combined Optical Industries Limited of Slough to meet increased international demand. Recent contracts obtained by the firm are for production of a specially designed focusing prism for a United States camera manufacturer, supply of aluminized trims for Rank Xerox copiers 2400 and 3600 and production of camera lenses for an Italian group. Among current projects is the supply of sun glasses to Japan.

40 per cent of production exported

Export orders for steel piling from The British Steel Piling Co. Ltd. of Claydon, Suffolk, for 1968, amounted to about 40 per cent of their piling output, while during the same period over 30 per cent of their orders for plant were from overseas. The biggest purchaser of Frodingham steel sheet piling was the United States with Canada, Dubai, Abu Dhabi, Eire and South Africa close behind. Plant orders came from 32 countries including two iron curtain countries. Thirteen European countries ordered plant and the remaining orders came from North and South America, the Far East, the Middle East, Africa, India, Pakistan, Australasia and the West Indies.



Over 164 million packets of biscuits worth £10½ million were sold abroad last year, states the Cake & Biscuit Alliance. America and Canada were by far the biggest buyers – spending some £3½ million. The picture above shows some of the biscuits which found markets overseas being examined before passing through the ovens.

On a visit to John Crossley and Sons Ltd., Halifax, Mr. T. Yoshioka, sales director of Kawabe Shokai Ltd., examining the new Broad Acres carpet with Mr. B. Nahon, Crossley's export sales manager.

Repeat order

Following successful sales of a British mobile FM radio – the Pye Telecommunications 'Continental' – in Canada, the company is sending another major consignment to the country. The sets are marketed in Canada by Pye Electronics Ltd., a member of the Pye of Cambridge Group. This order also follows successful sales of the 'Continental' recently in the United States.

£50,000 South American order

Davy and United Instruments Limited, Sheffield (a member of the Davy-Ashmore Group), has received an order worth over £50,000 from Dalmine Siderca SAIC, of Buenos Aires, Argentina, for non-destructive tube inspection equipment.

Radio equipment for ships

Two 44,000 dwt bulk cargo vessels on order for Damodar Bulk Carriers Ltd., Bombay, will each be fitted with a comprehensive range of Marconi Marine communications equipment and navigational aids.

Axles for Sweden

An order worth £39,000 has been announced by Centrax Gears Limited for fork-lift truck axles to be supplied to Abrahamson, Gothenburg, Sweden.

Record exports

Export sales of Blanch-Lely, Fisher-Humphries equipment will be a record this year. At the present time sales – home and overseas – are up 54 per cent on last year. Main countries for exports are Canada, New Zealand, France, Austria and Denmark, and the company's equipment will be displayed at exhibitions in France, Sweden, Italy and Austria.

£2½ million radar order

Two Plessey AR-1 air surveillance radar systems worth over £300,000 have been ordered by the East African Community, the joint organization representing Tanzania, Uganda and Kenya. This brings the export orders for AR-1s to over £2½ million during the past four months – and the total for Plessey radar export sales since last July to £10½ million.

Hospitals for Zambia

William Jacks & Company (Zambia) Ltd., a subsidiary of William Jacks & Company Ltd., London, has secured contracts from the Zambian Government for two new district hospitals. These contracts are valued at more than £100,000 and include British equipment worth over £70,000.

£50,000 contract

Titan Tanks Ltd., Billingshurst, Sussex, manufacturers of rubber lined sectional tanks designed for industrial water supply and liquid storage, is currently negotiating a £50,000 contract to supply tanks for a domestic housing development in the British Virgin Islands, where every house must have storage for approximately 15,000 gallons.

Equipment for Europort

South Wales Switchgear Limited, of Blackwood, Monmouthshire, has received an order worth £80,000 for switchgear and transformers to be installed in the Gulf Oil Company's chemical complex at Europort, Rotterdam.

Addresses of ECGD Local Offices

The Export Credits Guarantee Department (ECGD) is a Government Department providing export credit insurance for United Kingdom exporters; its object is to provide on a self-supporting basis, the cheapest form of export credit insurance possible. Total business declared for the Financial Year 1967/68 was £1,889,000,000. The Head Office of ECGD is at 59-67 Gresham Street, P.O. Box 272, London, E.C.2 (Tel. 606 6699). The Departments local offices are as follows:

London (City)
London postal districts E., and E.C.2 and 3, and the county of Essex.
L. H. Clarke, Marlon House, 71-74 Mark Lane, London E.C.3. Tel. 488 3491. (Code: 01-488 3491) Telex 23164.

London (South)
London postal districts of E.C.4, S.E.1-27 and S.W. 1-20. Counties of Kent and Surrey (Greater London Council Area only)
J. A. Dorrian, DFM, 42-46 Weston St., S.E.1. Tel. 407 5011, (Code: 01-407 5011) Telex 24812.

London (North)
London postal districts of N., E.C.1, W.C.1 and 2, County of Hertford.
G. J. A. Link, Empire House, St. Martin's-Le-Grand, E.C.1, Tel. 606 4581. (Code: 01-606 4581) Telex 263615.

London (West End)
London postal districts N.W. and W. County of Middlesex.
D. G. Hake, Waverley House, 7-12 Noel Street, London, W.1.

Bedford
Counties of Bedford, Cambridge, Huntingdon, Norfolk, and Suffolk.
D. A. Green, Heron House, 49-51 Goldington Road, Bedford. Tel. Bedford 58798 (Code: 0234 58798) Telex 82350.

Belfast
The six counties of Northern Ireland.
J. J. Brown, Third Floor, Office 30/32, 7 Donegall Square West, Belfast. BT1 6 JE. Tel. Belfast 29428. (Code: 0232 29428) Telex 74577.

Birmingham
Counties of Shropshire, Hereford, Worcester, Warwick, Merioneth, Montgomery, Radnor and Staffordshire.
B. T. Clark, Chamber of Commerce House, Harborne Road, Birmingham, 15. Tel. Edgbaston 4375. (Code: 021-454 4375) Telex 33132.

Bradford
The West and North West of the West Riding of Yorkshire (excluding Barnsley, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
A. C. Elston, West Riding House, Cheapside, Bradford 1, Tel. Bradford 25147. (Code: 0274 25147) Telex 51161.

Bristol
Counties of Gloucester East of the Severn, Wiltshire, Dorset, Somerset, Devon, Cornwall, and the Channel Islands.
F. Wilmot, Washington House, Great George Street, Bristol 1. BSI 5QL. Tel. Bristol 22102. (Code 0272 22102) Telex 44248.

Cardiff
Gloucester West of the Severn, Cardigan, Brecon, Pembroke, Carmarthen, Glamorgan and Monmouth.
G. H. Turl, St. David's House, Wood Street, Cardiff CF1 1ES. Tel. 26657. (Code: 0222 26657) Telex 49284.

Crawley
Counties of Surrey (Excluding Area covered by GLC) and Sussex.
F. R. Burge, Barden House, 36 Spencers Road, West Green, Crawley, Sussex.
Tel. 23444. (Code: 0293 23444) Telex 87374.

Edinburgh
The counties of Angus, Berwick, Clackmannan, Dumfries, Fife, Kinross, the Lothians, Peebles, Roxburgh and Selkirk.
A. E. Beedle, 108 George Street, Edinburgh, 2.
Tel. Caledonian 3004. (Code: 031-225 3004) Telex 72170.

Glasgow
The counties of Aberdeen, Argyll, Ayr, Banff, Bute, Caithness, Dunbarton, Inverness, Kincardine, Kirkcudbright, Lanark, Moray, Nairn, Perth, Renfrew, Ross and Cromarty, Stirling, Sutherland, Wigtown and the Orkneys, Shetlands, Western Isles and Hebrides.
R. H. K. Hughes, 7 West George Street, Glasgow, C.2. Tel. Central 3056. (Code: 041-CEN 3056) Telex 77130.

Leeds
The East and North Ridings of Yorkshire (excluding the area North of a line from Yarm to Staithes). The East and North of the West Riding of Yorkshire (including Goole, Harrogate, Otley, Pudsey, Ripon, Wakefield and Yeadon).
W. A. Luxton, Headrow House, 42 The Headrow, Leeds, 1. Tel. Leeds 30082. (Code: 0532 30082) Telex 55232.

Liverpool
The Welsh counties of Anglesey, Caernarvon, Denbigh and Flint; Western parts of Lancashire and Cheshire (including Lancaster, Preston, Wigan and Warrington), and the Isle of Man.
J. M. Foster, Number One Old Hall Street, Liverpool 3, Tel. Central 5756 (Code: 051-236 5756) Telex 62537.

Manchester
The Eastern parts of Lancashire and Cheshire (excluding Lancaster, Preston, Wigan and Warrington), and parts of Derbyshire.
W. Ford, Cheshire House, 18-20 Booth Street, Manchester, 2. Tel. Central 8861. (Code: 061-CEN 8861) Telex 66756.

Newcastle-upon-Tyne
Counties of Northumberland, Durham, Westmorland and Cumberland; part of North Riding of Yorkshire, including Middlesbrough, Redcar and Thornaby-on-Tees.
R. A. Bounds, 2 Osborne Road, Newcastle-upon-Tyne, 2. Tel. Newcastle 814214 (Code: 0632 814214) Telex 53305.

Nottingham
Counties of Leicester, Rutland and Northampton, and parts of the counties of Nottingham, Derby and Lincoln.
J. N. Smales, MBE, Equitable House, Old Market Square, Nottingham NG1 2LE. Tel. 46585. (Code: 0602 46585) Telex 37566.

Reading
Counties of Berks, Bucks, Hants and Oxford.
K. I. Humphrey, 18 The Forbury, Reading. Tel. Reading 40577-8. (Code: 0734 40577) Telex 84422.

Sheffield
The Southern triangle of the West Riding of Yorkshire (including Barnsley), and parts of the counties of Nottingham, Derby and Lincoln.
W. A. Oxley, 8-12 Furnival Gate, Sheffield, 1. Tel. Sheffield 29151. (Code: 0742 29151) Telex 54244.

New York
In the United States exporters can obtain assistance from the Department's resident representative for the United States and Canada.
J. H. Hall, c/o British Consulate-General, 845 Third Avenue, New York, 10022, USA. Tel. Plaza 2-8400.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations, which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French text of the Regulations may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

CATTLE, BEEF AND VEAL

Regulation (CEE) No. 259/69 relates to a call for tender for the sale of frozen beef and veal forequarters held by the French intervention organization (*Journal Officiel* No. L35 dated February 12, 1969).

Regulation (CEE) No. 260/69 concerns the sale of certain products arising from intervention in the beef and veal sector (*Journal Officiel* No. L35 dated February 12, 1969).

GENERAL

Regulation (CEE) No. 441/69 establishes the general complementary Regulations relative to granting export refunds for products subject to a single price rule, exported in a natural state or in the form of goods not covered by Annexe II of the Treaty. This Regulation will affect products in the following sectors, covered by the basic *Regulations (CEE) No.* 136/66 (fats), *No.* 120/67 (cereals), *No.* 121/67 (pigmeat), *No.* 122/67 (eggs), *No.* 123/67 (poultry meat), *No.* 359/67 (rice), *No.* 1009/67 (sugar), *No.* 804/68 (milk and milk products) and *No.* 805/68 (beef and veal) (*Journal Officiel* No. L59 dated March 10, 1969).

CEREALS, RICE AND COMPOUND ANIMAL FEEDSTUFFS

Regulation (CEE) No. 446/69 fixes the methods for informing Italy of subsidies paid by the other member states on cereals for use as animal feedstuffs (*Journal Officiel* No. L40 dated March 11, 1969).

PROCESSED PRODUCTS WITH A FRUIT OR VEGETABLE BASE

The *Board of Trade Journal* dated July 19, 1968 (page 200) contained an announcement about *Regulation (CEE) No.* 865/68 on the common organization of the market for products with a fruit or vegetable base. The *Journal Officiel des Communautés Européennes* No. L64 dated March 14, 1969, contains the text of *Regulation (CEE) No.* 455/69, which modifies Annexe I of *Regulation (CEE) No.* 865/68 with regard to fruit or vegetable juices under Common Customs Tariff No. 20.07B.

FRUIT AND VEGETABLES

Regulation (CEE) No. 449/69 relates to the refunding of aid granted by member states to organizations of fruit and vegetable producers (*Journal Officiel* No. L61 dated March 12, 1969).

OILS, FATS AND OILSEEDS

Regulation (CEE) No. 52/69 modifies *Regulation (CEE) No.* 911/68 which relates to certain procedures concerning subsidies for oil seeds (*Journal Officiel* No. L8 dated January 14, 1969).

Regulation (CEE) No. 474/69 completes *Regulation (CEE) No.* 911/68 so far as it concerns the fixing in advance of the subsidies for oilseeds (*Journal Officiel* No. L63 dated March 14, 1969).

SUGAR

Regulation (CEE) No. 258/69 provides transitional provisions for the quantity of sugar produced in excess of the maximum quota (*Journal Officiel* No. L35 dated February 12, 1969).

Regulation (CEE) No. 447/69 modifies *Regulation (CEE) No.* 839/68 in order to include definitions regarding the export of certain products of the sugar industry (*Journal Officiel* No. L60 dated March 11, 1969).

LIVE PLANTS AND PRODUCTS OF THE FLOWER-GROWING INDUSTRY

Regulation (CEE) No. 448/69 modifies *Regulation (CEE) No.* 315/68 fixing the quality standards for flower bulbs, corms and tubers (*Journal Officiel* No. L61 dated March 12, 1969).

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day-to-day use by your export staff, write now to Information Division, United Kingdom Publicity Section (707), Board of Trade, 1 Victoria Street, London, S.W.1.

FRANCE

Customs modifications

THE FRENCH *Journal Officiel* of March 11 published the following amendments to the French customs tariff in accordance with various EEC Regulations:

Tariff No.	Description	Tariff Rate
		Per cent
09.04	Pepper of the genus Piper: Pimento of the genus. Capsicum of the genus. Pimento:	
A	Neither crushed nor ground:	
I	Pepper	17% (5) (6)
II	No change.	
B	No change.	

(5) Duty is suspended from March 5 to June 30, 1969 inclusive, for pepper intended for the industrial manufacture of essential oils or resinoids, subject to the conditions stipulated by the competent authorities.
(6) Duty is reduced to 10 per cent from March 15 to June 30, 1969, inclusive.

16.02	Other prepared or preserved meat or meat offal:	
A	Of liver:	
I	Of goose or duck	18·4%
II	No change.	
B	No change.	

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

Technical visas

THE FRENCH *Journal Officiel* of March 12 announced modifications to the list of goods subject to technical visas when imported from former OEEC countries, the United States and Canada, as set out in Annex III of the notice to importers of April 5, 1966. The following tariff heading should be altered to read:

Direction des industries mécaniques, électriques et électroniques

Ex 84.15 Electrical domestic refrigerators with compression type motors, including furniture designed to be fitted with refrigerating units incorporating compression type motors.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Imports of fish from Britain under negotiated quotas

THE OPENING of the quotas for imports into Metropolitan France from the United Kingdom for 1969 was announced in the *Journal* of March 21, page 871. The French *Journal Officiel* of March 16 has now announced the opening of the last two of these quotas as follows:

Quota No.	Tariff No.	Products
1	Ex 03.01	Fish, fresh, chilled or frozen: the amount of the quota now opened is half the annual quota for 1969. Import licence applications must be accompanied by a pro-forma invoice in duplicate, dated, issued by the British exporter, bearing the stamp and signature and specifiying in full the types and qualities of the fish.
2	03.02 B V a ex 2	Fillets of smoked cod: the amount of the quota, now opened is one quarter of the annual quota for 1969.

Import licence applications on Form AC and accompanied by two pro-forma invoices, made out by the foreign seller or his qualified representative, must reach the Direction Générale des Douanes et Droits Indirects (Division E), 8 rue de la Tour-des-Dames, Paris, 9e, not later than 11.30 a.m. on April 17, 1969, when they will be examined simultaneously.

Applications for licences may include all types of fish in the above table under their respective headings. (For species of fish originating in and imported from all countries other than member countries of the European Economic Community, there are certain minimum price regulations, details of which were published in the *Board of Trade Journal* of March 7, page 721.)

The full French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

EUROTARIFF SERVICES

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SWITZERLAND

Special rates of duty on certain commodities: correction

THE *Board of Trade Journal* of March 7, 1969 published an order of the Swiss Federal Department of Finance and Customs effective from January 1, 1969 which made amendments to the special rates of duty for certain commodities when imported for specified uses. The amendment to Tariff Item Nos. 5101 and 5104. 12/30 should have been shown as follows:

Tariff Heading	Goods	Use	Reduced rate Francs per 100 kg gross
5101	Yarn of polyamide fibres (continuous), not put up for retail sale:		
	Crimp yarn and stretch yarn more than 50 deniers:	Manufacture of carpets	
10	unbleached, bleached or dulled white		90·00
30	dyed or printed		100·00
41	Other, dyed or printed multiple or cabled, more than 20 deniers		100·00
5104 12/30	Woven fabric of strip of a width of 5 mm. or less and a thickness of 0.4 mm. or less, of synthetic textile materials, unbleached, bleached, dulled white or dyed	Manufacture of carpets	10·00

IRISH REPUBLIC

Imposition of duties on certain fertilizers

THE GOVERNMENT of the Irish Republic have made an Order entitled the Imposition of Duties (No. 179) (Customs Duties and Form of Customs Tariff) Order, 1969, under the Imposition of Duties Act, 1957 and the Finance Act, 1962, which imposes an additional duty of £6 per ton on imports of compound fertilizers which are consigned from or have been made wholly or partly in the Federal German Republic.

The new duty which came into operation on March 13, is being incorporated in the Irish Customs and Excise Tariff at a new heading 31.05 (A) (1). The heading 31.05 (A) now reads as follows:

Tariff Heading	Licensing Provision	Rate of Duty: Full	Preferential	Special Preferential	United Kingdom	Northern Ireland
31.05 Other fertilizers; goods of the present Chapter in tablets, lozenges and similar prepared forms or in packings of a gross weight not exceeding ten kilogrammes:						
(A) Artificial fertilizers and chemically treated natural fertilizers, containing two or more of the elements nitrogen, phosphorus or potassium:						
(1) Consigned from or made wholly or partly in the Federal German Republic.	(a)	16% plus £6 per ton	—	—	—	—
(2) Other	(a)	16%	Nil	Nil	Nil	Nil

The purpose of the duty is to prevent imports of these fertilizers at dumped prices.

Where it can be shown that imports of these fertilizers are either not dumped or that the margin of dumping is less than the duty, licences will be granted to importers for the remission of the duty, in whole or in part, as the case may be.

Licensing Provision: There is an ordinary '(a)' licensing provision attached to the duty at the new heading 31.05(A)(1) and 31.05(A)(2). Any application for licences to import goods to which the Order applies, without payment of the duty or on payment of the duty at reduced rate should be addressed by the importer to the Secretary, Department of Industry and Commerce, Kildare Street, Dublin, 2.

Evidence of Origin: It is provided in the Order that fertilizers of a kind to which the Order applies shall be deemed for the purposes of the duty imposed by the Order to have been consigned from or made wholly or partly in the Federal German Republic unless it is shown to the satisfaction of the Revenue Commissioners that they were consigned from a country other than the Federal German Republic and that no part of the process or processes of their production or manufacture was carried out in the Federal German Republic.

Where it is claimed that fertilizers of a kind to which the additional duty of £6 per ton applies are not liable to this duty in virtue of their not having been consigned from nor made wholly or partly in the Federal German Republic, a Certificate of Origin on Form Cu. 169 must be presented with the entry for the goods. Where it is also claimed that the fertilizers are outside the scope of the Restriction of Imports (Fertilizers from East Germany) Order, 1967, the same copy of the Form Cu. 169 may be used to show that all processes of production or manufacture had taken place outside the Federal German Republic and East Germany, and the consignment was also from outside both these territories.

Inquiries relating to this Notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

SPAIN

Opening of global quotas 1969

IN THE *Board of Trade Journal* dated February 7, the Spanish global quotas for 1969 were published. The Spanish authorities have now invited applications from Spanish importers, merchants and industrialists against the following quotas. Applications should be presented between April 1 and May 1.

Quota	Goods	Value of licences for which applications are invited Ptas.
28	Tulle, lace, velvet and knitted goods	Unspecified (Annual: 19,250,000)
29	Special fabrics	Unspecified (Annual: 17,435,000)
30	Carpets and rugs	Unspecified (Annual: 8,250,000)
31	Ready made clothing	Unspecified (Annual: 22,000,000)
32	Other textile manufactures	Unspecified (Annual: 13,750,000)

Tariff modifications

IN THE *State Gazette* of March 17 the Spanish authorities published a Decree by which the following goods are added to the capital goods Appendix List of the Spanish Customs Tariff:

Tariff Heading	Goods	Reduced duty	Valid until
84.47 C 1	Cylinder polishing machines of more than 1,500 mm. working width	5%	November 16, 1970
84.47 E 4	Copying machines, for engraving reproduction	5%	November 16, 1970
84.52 B 3	Calculating machines, other	5%	November 16, 1969
84.52 C	Accounting typewriter machines	5%	November 16, 1969
84.59 J	Automatic foaming machines, for the manufacture of continuous flexible polyurethane foam blocks	5%	January 2, 1971
84.13 B 1 b	Apparatus for transmission and reception of messages, including apparatus working by printing and punching means (teleprinters, key sets, keyboard transmitters, automatic transmission apparatus, tape re-transmitters, Morse receivers, acoustic receivers, printing receivers); signal repeaters and error auto-correction apparatus, excepting automatic transmission apparatus	5%	November 16, 1969

Inquiries about this Notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460/462).

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext*, 3038) *who compile the half-yearly index to the* Journal.

PORTUGAL

Drawback of import duty

THE PORTUGUESE Diaria do Governo First Series No. 37 of February 13 published Order No. 23913 authorizing the import under the drawback system of sprats preserved in water with specified spices, salt and sugar, intended for canning for export.

The actual amount of duty refundable and other conditions shall in each case be regulated by a Ministerial decision.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

LEBANON

Customs tariff (1)

The following amendments have been made to the Lebanese Customs Tariff:

Heading No.	Description of goods	Basis for collection	Normal tariffs
57.10	Woven fabrics of jute:		
	a. containing at least 80% by weight of jute:		
	1. Unbleached:		
	a. Having an average of 35 yarns or less in a square of 5 centimetres side of the warp		
12	and weft (1)	(no change)	
	b. Having an average of more than 35 yarns in a square of 5 centimetres side of the		
13	warp and weft (1)	(no change)	
19	2. Other	(no change)	
21	b.	(no change)	
31	c. Other	Value	(2)

(1) Duty applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.
(2) Duty of the corresponding product of pure (unmixed) textile material present in the mixture in a proportion exceeding 20% and involving the highest rate of duty at this stage of processing.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E.61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Customs tariff (2)

The following amendments have been made to the Lebanese Customs tariffs:

Heading No.	Description of goods	Basis for collection	Normal tariff
59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads:		
	a. } (no change.)		
	b. }		
13	c. Other.	Value	18%

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Customs tariff (3)

The following amendments have been made to the Lebanese Customs tariffs:

Heading No.	Description of goods	Basis for collection	Normal tariff
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified:		
	a. (no change)		
18	b. Intended for the manufacture of fodder preparations and also animal food preparations (2)	Value	Free
	c. (no change)		

(2) Exemption applicable subject to compliance with the conditions and provisions stipulated by the Customs Administration.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420/475).

Amendment to Customs Law

UNDER THE PROVISIONS of an amendment to Article 358.1 of the Lebanese Customs Law all goods which are imported into the country must be manifested. This includes commercial samples for temporary admission.

It is therefore recommended that visitors wishing to enter Lebanon with samples for temporary admission should ensure that these samples are manifested separately from their personal baggage.

LIBYA

British Commercial Office in Tripoli

A NEW British Commercial Office in the centre of Tripoli was opened on March 4 by Sir Roderick Sarell, HM Ambassador in Libya. The office, at 5/7 Sharia 21 November, has a comprehensive set of trade directories and catalogues of British firms doing business in Libya, and a private interview room is also available for the use of British businessmen. Application for use of the interview room should be made to the Commercial Department at the British Embassy.

The office will be mounting displays on various aspects of British industry and commerce, the current theme being industrialized building.

British Government commercial services in Libya will continue to be centred at the British Embassy in Tripoli.

Inquiries about this notice should be addressed to Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2357).

ALGERIA

Import restrictions (1)

THE ALGERIAN *Journal Officiel* of February 14 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
84.21 B I	Fire extinguishers.

Existing orders could be admitted quota-free until February 22.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

Import restrictions (2)

THE ALGERIAN *Journal Officiel* of January 17 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 98.01 A	Buttons or button moulds, not including buttons or button moulds of common metal.
Ex 98.01 B III	Other buttons, not including buttons of common metal or parts of such buttons not covered or partly covered by textile material.

Existing orders could be admitted quota-free until January 11.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

RHODESIA

Customs tariff changes

THE CUSTOMS AND EXCISE (Tariff) (Amendment) Notice 1969 (No. 1) published as Rhodesia Notice No. 195 on March 14, amends the Rhodesian customs tariff as follows:

First schedule (section 2)

AMENDS TO PART IV OF THE CUSTOMS TARIFF

In this schedule 'paragraph' includes the rate of duty relating thereto.

Item	Corresponding Section II Item	Duty
4. By the repeal of paragraphh (a) and the substitution of:		
(a) Wholly produced from grapes grown in Malawi:		
(i) Still wines, not exceeding 25 per cent of proof spirit.	52 (a) per imp. gal.	Free
(ii) Still wines, exceeding 25 per cent of proof spirit but not exceeding 50 per cent wholly produced from grapes grown in Malawi and spirit distilled in Malawi .	52 (b) per imp. gal.	£0 3s. 0d.
(iii) Sparkling wines	52 (c) per imp. gal.	Free

Second schedule (section 3)

AMENDMENTS TO THE EXCISE TARIFF

In this schedule 'paragraph' includes the rate of duty relating thereto.

Item		Duty
12. By the repeal of paragraph (a) and the substitutuion of:		
(a) Wholly produced from grapes grown in Rhodesia:		
(i) Still wines, not exceeding 25 per cent of proof spirit	per imp. gal.	Free
(i) Still wines, exceeding 25 per cent of proof spirit but not exceeding 50 per cent, wholly produced from grapes grown in Rhodesia and spirit distilled in Rhodesia	per imp. gal.	£0 3s. 0d.
(ii) Sparkling wines	per imp. gal.	Free

Suspension of duty

The Customs and Excise (Suspension) (Amendment) Regulations 1969 (No. 16) published as Rhodesia Government Notice No. 194 on March 14 amends Part 1 of the Customs and Excise (Suspension) Regulations to the following extent.

Item	Duty
(a) by repeal of—	
Ex 72 (2) (b) Plastic film of polypropylene incorporating a small amount of polyvinylidene-chloride: in sheets of a size not less than 16 inches by 15 inches or in rolls of a width of not less than 40 inches: unprinted	Free
and the substitution, under the appropriate headings, of—	
Ex 72 (2) (b) Transparent polypropylene film, unprinted, of a thichness not exceeding ·002 inches and whether or not incorporating a small amount of polyvinylidene-chloride	Free
(b) by repeal of—	
Ex 260 Rubber tyres and tubes: (a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps: ex (L) Other: In sizes and marked 7 x 9, 18 x 7, 23 x 5, 23 x 7, 25 x 6, 27 x 6, 29 x 7, 29 x 8, 31 x 9, 20 x 4, 12½ x 2½, 14 x 2½, 20 x 2½, 16 x 3, 20 x 3, 18 x 4, 32 x 5, 33 x 5½, 11·00–12, 560–12, 700 x 12, 4·50–13, 155 x 15, 155 x 15–155 x 380, 4·50–15, 5·5 x 15, 820–15, 10·0 x 16, 7–17·5, 135 x 305, 135 x 330, 8·10 x 90, 1600–20, 2·75 x 21, 3·00 x 10, 2·00 x 20, 825–14, 855–14, 885–14, 700/760–15, 8·45–15, 8·85–15, 885/900–15, 9·15–15, 130 x 40, 3·00 x 14, 2·75 x 16, 185–14 (185–355) .	per lb. £0 1s. 6d.
and the substitution, under the appropriate headings, of—	
E Ex 260 Rubber tyres and tubes: (a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps: ex (L) Other: In sizes and marked 7 x 9, 18 x 7, 23 x 5, 23 x 7, 25 x 6, 27 x 6, 29 x 7, 29 x 8, 31 x 9, 20 x 4, 12½ x 2½, 14 x 2½, 20 x 2½, 16 x 3, 20 x 3, 18 x 4, 32 x 5, 33 x 5½, 11·00–12, 560–12, 700 x 12, 4·50–13, 155 x 15, 155 x 15–155 x 380, 4·50–15, 5·5 x 15, 820–15, 10·0 x 16, 7–17·5, 135 x 305, 135 x 330, 8·10 x 90, 1600–20, 2·75 x 21, 3·00 x 10, 2·00 x 20, 6·95–14, 7·35–14, 825–14, 855–14, 885–14, 700/760–15, 8·45–15, 8·85–15, 885/900–15, 9·15–15, 130 x 40, 3·00 x 14, 2·75 x 16, 185–14 (185–335) .	per lb. £0 1s. 6d.

Note:

Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

REPUBLIC OF SOUTH AFRICA

Customs tariff charges

GOVERNMENT NOTICES published in the South African Government Gazette No. 2289 of March 7, 1969, amend the tariff as follows:

Notice No. R294: The MFN duty on certain photographic and cinematographic goods is reduced from 8 per cent to 5 per cent.

Notice No. R295: The duty on clothes-pegs of wood is amended from 20 per cent to 20 per cent or 5 cents per 100.

Notice No. R296: The duty on certain paper and paperboard is increased from free to 10 per cent.

Notice No. R297: The duty on raincoats of artificial plastic materials is amended from 25 per cent (General) and 15 per cent (MFN) to 30 cents each or 70 cents less 80 per cent *ad valorem*.

Notice No. R298: The provision for a rebate of duty on paperboard with a basis weight per square metre not less than 600 gram but not exceeding 3,500 gram, and of a value for duty purposes per 2,000 lb. exceeding R160 but not exceeding R200, for the manufacture of fancy leather goods and handbags, is withdrawn.

Notice No. R299: The provision for a rebate of duty on unprinted sulphite paper, for the manufacture of paper bags, is withdrawn.

Notice No. R300: Provision is made for a rebate of the full duty on embroidery, in the piece, interlined with foam rubber, for the manufacture of foundation garments and elasticized apparel, with retrospective effect to August 16, 1968.

Notice No. R301: Provision is made for a rebate of the full duty on woven fabrics of cotton, raised on one or on both sides, for the manufacture of protective clothing, including gloves.

Inquiries regarding these notices should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

SIERRA LEONE

Import licensing regulation

TELEGRAPHIC INFORMATION has been received from Sierra Leone concerning an amendment to the General Import Licence No. 1 of 1969. The list of items for which specific import licences are required (published in the *Board of Trade Journal* dated October 18, 1968, page 1082) has been amended by the addition of the following item:

Customs Classification	Item
332-400	Residual fuel oil including furnace oil.

Any inquiries relating to this notice should be addressed to the Export Services Branch. Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

INDIA

Opening of branches by foreign concerns

THE RESERVE Bank of India has issued the following Press Notice dated March 1, 1969:

'Opening of branches in India by foreign concerns.

'It is notified for general information that remittance of profits earned in India by branches of foreign firms and companies is subject to the prior sanction of the Reserve Bank of India. The Reserve Bank has powers, under the Foreign Exchange Regulation Act, 1947, to allow or disallow any such remittance to foreign countries. Foreign firms and companies proposing to establish new branches in India should, therefore, in their own interests, obtain the prior approval of the Reserve Bank before establishing a new branch, so that they may not have difficulty in obtaining approval for remittance of profits of the new branch. Hereafter the Reserve Bank may not allow remittance facilities in respect of any new branches established on or after March 1, 1969, without its prior approval.'

Any inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277).

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The Chartered Bank Group

HEAD OFFICE: 38 BISHOPSGATE, LONDON, E.C.2.

SINGAPORE

Pioneer industries

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Economic Expansion Incentives (Relief from Income Tax) Act, 1967:

Industry	Product
Manufacture of jewellery and related articles	Diamonds; cut, ground and polished

This notice means that it has been represented to the Minister of Finance that the development or establishment of these industries in Singapore should be encouraged. Firms to which Pioneer Certificates are granted will enjoy the benefit of exemption from income tax for a period of from two to five years, depending on the amount of capital invested in Singapore.

Any person may object to the making of the proposed order by giving notice in writing to the Minister of Finance, Singapore, before April 18, 1969 of his objections and of the grounds on which they are based.

MALAYSIA

Import control (1)

THE MALAYSIAN *Government Gazette* dated February 27, 1969, publishes (a) the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 5) Order, 1969, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1968, by deleting the following:

Heading No.	Description of Goods	Country
09.02.100	Tea, black, leaf	All countries
09.02.110	Tea, black, dust	All countries
09.02.200	Tea, green, leaf	All countries
09.02.210	Tea, green, dust	All countries

and (b) the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 6) Order, 1969, which amends the Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1968, by deleting the following:

Heading No.	Description of Goods	Country
85.20.211	Fluorescent lamps	All countries

This notice means that the goods mentioned above are no longer subject to special licensing when imported into the States of Malaya.

Import control (2)

THE MALAYSIAN *Government Gazette* dated March 6, 1969, publishes the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 7) Order, 1969, which amends the First Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order, 1968, by deleting the following articles:

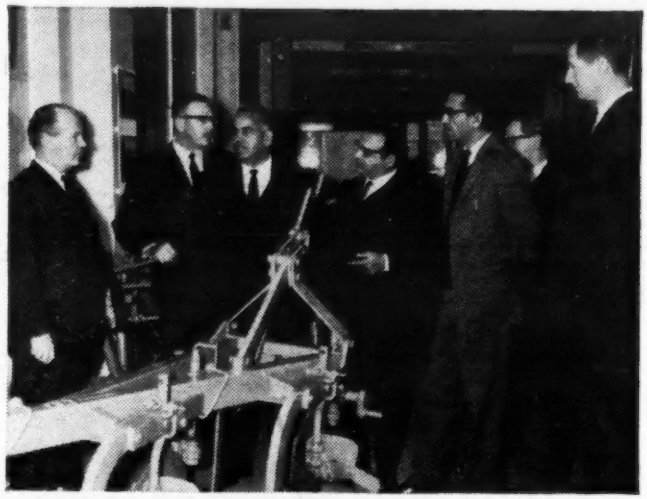
Heading No.	Description of Goods	Country
85.06.420	Table fans, pedestal fans and wall bracket fans, other than ring-mounted exhaust fans	All countries
85.06.910	Parts for fans	All countries

This notice means that the goods mentioned above are no longer subject to special licensing when imported into the Federation of Malaysia.

Any inquiries about these notices should be made to Tariff Section, Export Services Branch, Board of Trade, Room E47, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*



Three members of the Pakistan Farm Mechanization Committee visited Ransomes Nacton Works, Ipswich, recently. The committee, which has the responsibility of assessing and advising the Government of Pakistan on the present state of farm mechanization in Pakistan, has been spending two weeks in Britain. They are pictured here with Mr. W. D. Akester (left), Ransomes farm machinery director; and Mr. John Horner (right), Ransomes assistant export sales manager (farm machinery).

PHILIPPINES

Import controls

THE FILIPINO suspension of letters of credit for cars in 'complete knocked down' form has now ended, following the approval of an import quota formula by the Central Bank.

The formula is divided into two categories – companies whose letters of credit amounted to more than US $50,000 in 1968 and those below this figure. An import reduction of 50 per cent has been agreed for the first category, based on the 1968 imports. Companies whose imports were below US $50,000 in 1968 will be allowed to select their 'best year' from 1962 to 1967 and their future allocation will be 50 per cent of the value of the letters of credit for that year, plus 50 per cent of their imports for 1968.

The Central Bank will now allow any importer to open letters of credit upon submission and notation of the value of imports under this formula. It has been stressed, however, that the Central Bank will not permit importers to use their entire allocation in one letter of credit. Allocations must be used quarterly to regulate the outflow of foreign exchange.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

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AUSTRALIA

Tariff changes

DETAILS ARE given below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on March 7, 1969.

Amendments of Part II of the First Schedule to the Customs Tariff 1966-1968

Tariff Item	Goods	Rate of Goods	
		General	Preferential
	After Note 7 to Chapter 29 insert the following note: 8. The following goods are specified for the purposes of sub-item 29.04.4, that is to say, goods that: (a) Were in transit to Australia on February 3, 1969; and (b) are entered for home consumption within 21 days after importation. After sub-item 29.04.3 insert the following sub-item:		
29.04.4	Sorbitol	7½%; and except in respect of goods specified in Note 8 to this chapter a temporary duty of 30% and an amount per ton, equal to the amount, if any, by which the f.o.b. price per ton is less than $230	Free; and except in respect of goods specified in Note 8 to this chapter a temporary duty of 30% and an amount per ton, equal to the amount, if any, by which the f.o.b. price per ton is less than $230

Special Advisory Authority inquiry on band saw blades

THE AUSTRALIAN Minister for Trade and Industry has referred to the Special Advisory Authority for inquiry and report the question whether it is necessary that urgent protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods: band saw blades (tariff item 82.02.290).

Details of the tariff item under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	General	Preferential
82.02	Saws (non-mechanical) and blades for hand or machine saws (including toothless saw blades):		
82.02.100	Saws (non-mechanical)	47½%	22½%
82.02.2	Blades for hand or machine saws (including toothless saw blades):		
82.02.21	Blades for saws (non-mechanical):		
82.02.211	Hacksaw blades	32½%	17½%
82.02.219	Other	47½%	22½%
82.02.220	Machine hacksaw blades	17½%	10%
82.02.23	Circular saw blades:		
82.02.231	Inserted tooth types	7½%	Free
	Note: Includes segmental saw blades.		
82.02.232	Diamond impregnated types . . .	15%	7½%
82.02.239	Other	50%	22½%
82.02.24	Gang saw blades (other than plain section), stone-working:		
82.02.241	Cemented carbide types	22½%	12½%
82.02.249	Other	7½%	Free
82.02.290	Other	22½%	12½%

The Special Advisory Authority is required to report **by April 2.** In the short time available for investigation, United Kingdom interests wishing to make their views known to the Special Advisory Authority will no doubt get in touch with their Australian agents or with the London office of the Australian British Trade Association, 21 Tothill Street, London, S.W.1 (Tel. 01-799 7447).

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2318), quoting reference No. C.R.E. 1000/68.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Luna,

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AUSTRALIA, *continued*

New Zealand-Australia Free Trade Agreement: Tariff Board inquiry on lawnmowers

A NOTICE WAS published in the *Board of Trade Journal* on May 24, 1968, to the effect that the Australian Minister for Trade and Industry had referred the following question to the Tariff Board for inquiry and report:

Whether, having regard to the objectives and other provisions of the New Zealand-Australia Free Trade Agreement, the inclusion of lawn mowers with self-contained power of the cylinder (reel) type (tariff item 84.25.14) in Schedule A of that Agreement would be seriously detrimental to an Australian industry.

The inquiry has now been completed, and as a result, cylinder (reel) type lawn mowers *without* engines, falling within tariff items 84.45.141 and 84.45.149 of the Australian Customs Tariff, have been included in Schedule A of the Agreement, duties in respect of such mowers to be phased out over a four-year period.

The first phase in the elimination of those duties came into effect on February 28, 1969, when the duties between the member states on the goods concerned were reduced to 22½ per cent; subsequent reductions will be to 15 per cent from January 1, 1970, to 7½ per cent from January 1, 1971, and free entry will be accorded from January 1, 1972.

Any inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2319), quoting reference CRE 1063/68.

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both) be taken in respect of the following goods:

Moulding boxes for metal foundry;
Moulds of a type used for metal, etc., other.

Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff Item	Unit	British Preferential	Most Favoured Nation	General
84.60.09	No.	Free	20%	25%

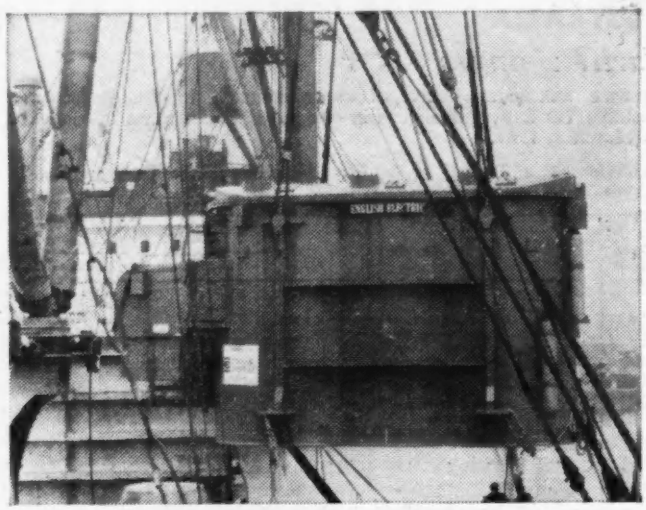
The Emergency Protection Authority is required to report to the Minister by April 16, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their Agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting reference CRE 24548/G.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries concerning the insertion of advertisements in the Board of Trade Journal *should be addressed to HMSO, Room D94, Atlantic House, Holborn Viaduct, London, E.C.1* (01-248 9876, *Ext.* 6147).



A 106 ton transformer manufactured by English Electric Co. Ltd., Stafford, for the China Light & Power Company is loaded aboard the Blue Funnel cargo liner 'Ixion' at Birkenhead, to be delivered to Hong Kong.

TRINIDAD AND TOBAGO

Customs tariff changes: blended whisky

THE FIRST Schedule to the Trinidad and Tobago Customs Ordinance (Schedule of Import Duties and Exemptions) has been further amended by the addition of the following new items:

Item No.	Class or description of goods	Unit		Rate of duty	
		For classification	For duty	Preferential	General
				c.	c.
112-04.043	Blended whisky, in bottle and not over proof . . .	L. gal.	L. gal.	29·00	30·50
112-04.044	Other blended whisky . .	L. gal.	P. gal.	34·00	35·50

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956:

Aluminium coil and sheet manufactured from ingots.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated October 4, 1968, page 953.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

HONG KONG GOVERNMENT OFFICIAL PUBLICATIONS

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Imports into the Free Zones

THE CHILEAN Central Bank has fixed the following basic annual budgets for payments for imports into the Free Zones of Chiloe, Aysen and Magallanes:

	US $
Chiloe	1,800,000
Aysen	1,200,000
Magallanes	14,400,000

and to supplement them for 1969 by the following amounts:

	US $
Chiloe	1,000,000
Aysen	800,000
Magallanes	2,750,000

The supplementary amounts may be used only for payment for essential foodstuffs, non-industrial clothing, machinery and equipment, capital goods required for the development of the industries of the zones and the raw materials for these industries.

High octane fuel and lubricants for aircraft may be imported outside the budget.

Special development projects will be eligible for payment outside the budget subject to Central Bank approval.

In addition to the arrangements above, the following quotas have been established for 1969 for imports of luxury goods:

	Chiloe	Aysen	Magallanes
	(figures in US $)		
Fine furs, unprocessed	180	300	2,282·67
Tobacco	230	1,500	14,266·69
Alcoholic beverages	3,768	7,500	85,500·16
Silks, fabrics or manufactured goods containing silk or any natural or synthetic fibre; towels, serviettes, table cloths and sheets	1,346	300	79,893·49
Articles of apssementerie or braiding	180	300	3,281·34
Clothing	754	5,000	101,333·47
Carpets, felts, and other domestic textile goods	230	300	7,133·25
Perfumes, soaps and cosmetics	1,300	300	25,000·00
Iron, steel and other metal goods	1,184	1,200	99,866·86
Porcelain and porcelain goods, fine crystal, mirrors	3,983	300	151,226·96
Articles made of wood, furniture, rubber goods, rubber, cellulose and the like	1,884	300	71,333·47
Goods made of fur	180	300	3,566·67
Jewellery, imitation jewellery, precious metals and stones, marble and objects d'art	754	300	20,000·00
Artificial flowers and fruit, goods made of paper and cardboard, fountain pens and automatic pencils	825	2,500	57,066·78
Radio receiving sets, tape records, record players, gramophones, spares for the foregoing; cine cameras, projectors, cameras, films etc. and spare parts thereof	7,500	30,000	380,370·03
TV sets & spares thereof	180	300	500·00
Electric fans & hair dryers, refrigerators, domestic utensils, etc.	4,450	6,000	49,933·43
Toys & Xmas decorations	1,578	6,000	134,133·55
Motor scooters, motor cycles & spare parts thereof	6,635·42	50,013·23	139,880·59
	37,141·42	102,713·23	1,426,669·41

Amendments to Customs Schedule

THE FOLLOWING amendments were made recently to the Chilean Customs Schedule:

Tariff Item	Description of goods	Duties	*Ad valorem*
29.15.02	Insert new sub-heading: Dicyclohexyl phthalate	KN Free	100
38.19.02	Anti-scaling compounds	KG Free	120
90.10.99	The *Ad valorem* charge has been reduced when the following are imported: Knocked-down electrostatic document copying machines, whether or not complete		50

SUBSCRIPTIONS AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 134 Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1, 7-11 Linenhall St., Belfast 1; or through any bookseller.

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CHILE, *continued*

Permitted Import List

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage prior of deposit
27	27.10	Alter 6th item to read: Mineral lubricating oils of viscosity from 100 to 4,000 S.S.U. at 100°F	10,000
84	48.01	Alter 2nd item to read: Base paper for making heliographic paper weighing 45 to 75 or 100 to 120 grams per sq. metre and containing a minimum of 90% cellulose	15
86	48.07	Insert new sub-heading: Base paper for making heliographic paper, from 45 to 75 or 100 to 120 grams per sq. metre and containing a minimum of 90% cellulose, impregnated with polyester	15
88	48.15	Add new sub-heading: Paper for electrical insulation	5
89	48.16	Delete the sub-heading: Other containers of paper or cardboard	—
90	General headings	Delete the sub-heading: Other papers and cardboards	—
94	51.04	Replace sub-heading 'Rayon canvas . . . by: Fabrics of synthetic and/or artificial fibres, woven with 840 or higher denier threads, 1 to 4-ply, in rolls up to 56 in. wide, whether impregnated or not, for making belting	0
114	73.02	Iron alloys: Ferro-silicon	10,000
175	85.10	Alter the third sub-heading to read: Waterproof electric torches of 4-elements or more for professional divers and frogmen	0
181	85.23	Insert new sub-heading: Copper wire, covered with paper; rectangular, 4 to 11 m.m. wide and 3 to 4 m.m. thick; and round wire 1.1 to 1.5 m.m. in diameter for making electric equipment	10,000
207	98.08	Insert new sub-heading: Rolls for electronic processing systems, more than 27 c.m. wide	15

VENEZUELA

Import licensing restrictions and customs tariff amendments

HM EMBASSY at Caracas reports that various Venezuelan Government resolutions recently published introduce import licensing restrictions or increased duties on a number of items. Details are as follows:

Resolution 822 of March 4, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
711.05.08	Oil, air and fuel filters, whether or not assembled, for internal combustion engines and for diesel and semi-diesel engines, other than aircraft engines (4)	0·05
713.01.08	Oil, air and fuel filters, whether or not assembled, for tractors (4)	0·05

Explanatory notes

711.05.08, 713.01.08, 732.06.12 This heading covers component parts of filters, including filter elements, made of any material, as well as their covers or cases.

Goods marked (4) are made subject to import licence. Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated March 7 or earlier, do not need an import licence, nor do goods sent by air up to and including March 12.

Resolution 820 of March 4, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
699.03	Wire cables, ropes, plaited bands, slings and similar articles of iron and steel, except insulated cables for electrical use:	
699.03.01	Covered (4)	0·05
699.03.02	Not covered (4)	0·005

Goods marked (4) are made subject to import licence. Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated March 7 or earlier, do not need an import licence, nor do goods sent by air up to and including March 16,

Resolution 817 of March 6, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
899.14.04	Articles for base-ball soft-ball, except footwear:	
899.14.04-2	Gloves, masks, half-masks and chest protectors (4)	0·08
899.14.04-9	Unspecified	0·08

Goods marked (4) are made subject to import licence. Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated March 6 or earlier, do not need a licence, nor do goods sent by air up to and including March 11.

Resolution 821 of March 7, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
512.09.06-16	Benzenesulphonic acids	2·00
512.09.07-17	Sodium calcium and potassium alkylaryl sulphonates	2·00

This amendment comes into force on March 22, 1969.

Resolution 819 of March 6, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
721.08.04-01	Semaphores and their controls, beacons, intermittent or not, assembled or unassembled (4)	0·50

Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated March 7 or earlier, do not need an import licence, nor do goods sent by air up to and including March 15.

Resolution 818 of March 5, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
666.01	Dinnerware and other household articles (including those for hotels and restaurants) and artistic pottery, n.e.s., made of baked clay or ordinary stoneware:	
666.01.04	Dinnerware and other household articles, n.e.s.:	
666.01.04-1	Decorated with precious metal paints or transfers	2·00
666.01.04-2	Unspecified	2·00
666.02	Dinnerware and other household articles (including those for hotels and restaurants) and artistic pottery, n.e.s., made of faience or fine earthenware:	
666.02.04	Dinnerware and other household articles, n.e.s.:	
666.02.04-1	Decorated with precious metal paints or transfers	2·00
666.02.04-2	Unspecified	2·00
666.03	Dinnerware and other household articles (including those for hotels and restaurants) and artistic pottery, n.e.s., made of china or porcelain:	
666.03.04	Dinnerware and other household articles, n.e.s.:	
666.03.04-5	Unspecified	2·00

Goods falling under these headings will require import licences for 60 days from the date of publication (March 6). Licences will not be required for goods sent by sea or parcel post covered by consular invoices or despatch notes dated March 6 or earlier. The increases in import duty will take effect when the licensing requirement lapses.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 7146),

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
684.02.01	Aluminium sheets and foil, whether or not lined with paper or paperboard, with or without printing (aluminium paper):	
684.02.01-3	With printing (1)	6·00
684.02.01-4	Without printing (1)	4·00
684.02.03	Sheets and plates of aluminium or its alloys, smooth, perforated, grooved, or in other forms:	
684.02.03-4	Grooves (1)	2·00
684.02.03-5	Sheets and plates, n.e.s.: (1)	
	A. Printed	6·00
	B. Not printed	4·00
684.02.03-6	' Deleted	
684.02.05	Aluminium and aluminium alloys, worked, n.e.s.; powdered aluminium:	
684.02.05-2	Aluminium and aluminium alloys, worked, n.e.s. (1)	3·00
699.14.01	Kitchen utensils and dinnerware, of aluminium, whether or not coated:	
699.14.01-2D	Not plated with precious metals (1)	10·00
699.21.06	Boxes, cans, and other similar containers, n.e.s., of metals or their alloys:	
699.21.06-1	With printed indications that they contain cigars, cigarettes, tobacco or snuff (1)	24·00
699.21.06-2	Deleted (1)	
699.21.06-3	Deleted	
699.21.06-4	Deleted	
699.21.06-5	Deleted	
699.21.06-6	Deleted	
699.21.06-7	Deleted	
699.21.06-8	Deleted	
699.21.06-9	Other (1)	5·00
699.29.20	Other manufactures of base metals, n.e.s.:	
699.29.20.24	Horseshoes (4)	1·20
699.29.20.25	Ladders	5·00

Explanatory notes

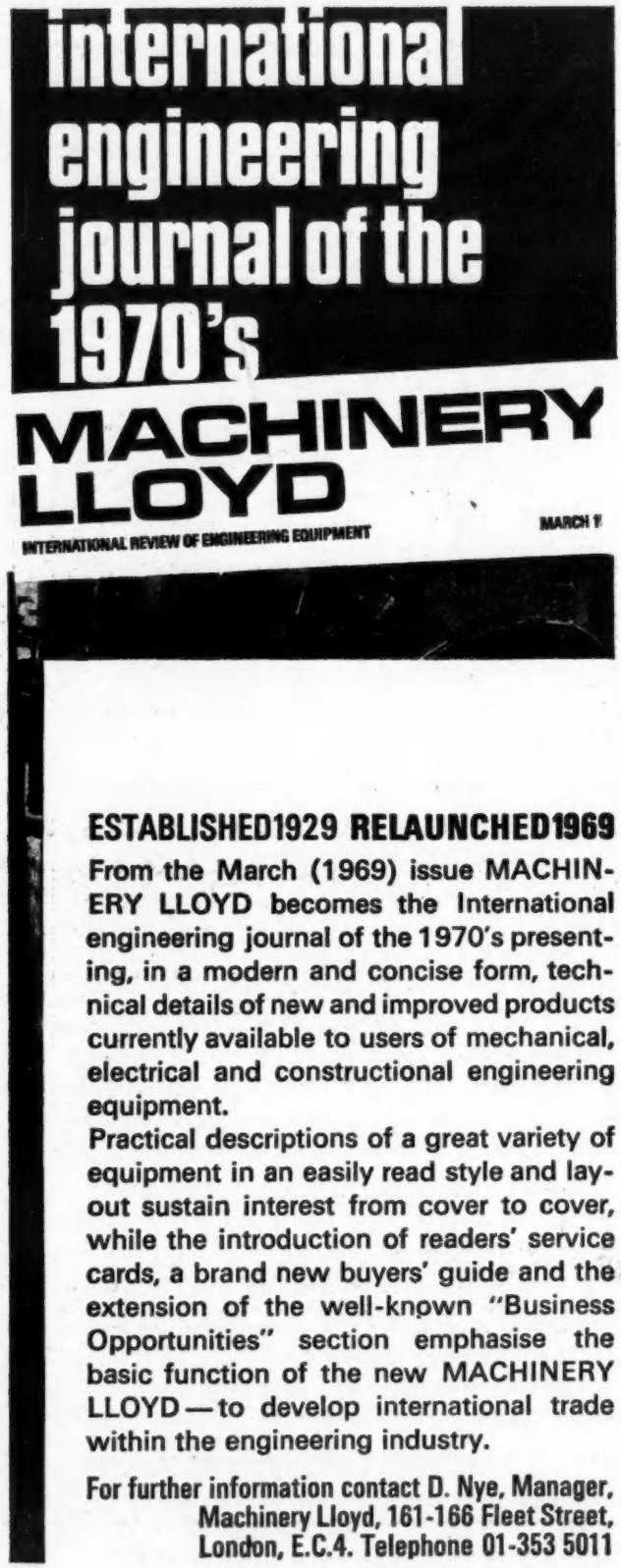
684.02.01 Aluminium foil is taken to mean sheets up to one-tenth of a millimetre in thickness, not including its support. Flat products which exceed this measurement are classified in 684.02.03.

Goods marked (1) will require import licences until June 5, 1969. Goods marked (4) will require import licences indefinitely.

Licences will not be required for goods sent by sea or parcel post whose consular invoices or despatch notes are dated March 7 or earlier, or for goods sent by air before March 15. The changes in import duty will take effect when the licensing requirement lapses.

KENWOOD PREPARE EXPORT CAMPAIGN IN US

Mr. Aaron Neretin, editor in chief of Merchandising Week, *the United States retailers' journal, visited the United Kingdom recently to meet the Kenwood Group before the launch of the Chef food preparation machine on the American market. Mr. Neretin (second from left) is seen here, looking at promotional ideas for exports with Mr. Alan Mitchell, Kenwood export executive; Mr. John Breckon, director, Public Relations Counsel Ltd.; and Mr. Mike Henessey, European representative of Billboard Publications Inc.*



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For further information contact D. Nye, Manager, Machinery Lloyd, 161-166 Fleet Street, London, E.C.4. Telephone 01-353 5011

CHILE, *continued*

Permitted Import List

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage prior of deposit
27	27.10	Alter 6th item to read: Mineral lubricating oils of viscosity from 100 to 4,000 S.S.U. at 100°F	10,000
84	48.01	Alter 2nd item to read: Base paper for making heliographic paper weighing 45 to 75 or 100 to 120 grams per sq. metre and containing a minimum of 90% cellulose	15
86	48.07	Insert new sub-heading: Base paper for making heliographic paper, from 45 to 75 or 100 to 120 grams per sq. metre and containing a minimum of 90% cellulose, impregnated with polyester	15
88	48.15	Add new sub-heading: Paper for electrical insulation	5
89	48.16	Delete the sub-heading: Other containers of paper or cardboard	—
90	General headings	Delete the sub-heading: Other papers and cardboards	—
94	51.04	Replace sub-heading 'Rayon canvas . . . ' by: Fabrics of synthetic and/or artificial fibres, woven with 840 or higher denier threads, 1 to 4-ply, in rolls up to 56 in. wide, whether impregnated or not, for making belting	0
114	73.02	Iron alloys: Ferro-silicon	10,000
175	85.10	Alter the third sub-heading to read: Waterproof electric torches of 4-elements or more for professional divers and frogmen	0
181	85.23	Insert new sub-heading: Copper wire, covered with paper; rectangular, 4 to 11 m.m. wide and 3 to 4 m.m. thick; and round wire 1.1 to 1.5 m.m. in diameter for making electric equipment	10,000
207	98.08	Insert new sub-heading: Rolls for electronic processing systems, more than 27 c.m. wide	15

VENEZUELA

Import licensing restrictions and customs tariff amendments

HM EMBASSY at Caracas reports that various Venezuelan Government resolutions recently published introduce import licensing restrictions or increased duties on a number of items. Details are as follows:

Resolution 822 of March 4, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
711.05.08	Oil, air and fuel filters, whether or not assembled, for internal combustion engines and for diesel and semi-diesel engines, other than aircraft engines (4)	0·05
713.01.08	Oil, air and fuel filters, whether or not assembled, for tractors (4)	0·05

Explanatory notes

711.05.08 This heading covers component parts of filters, including filter elements, made of any material, as well as their covers or cases.
713.01.08
732.06.12

Goods marked (4) are made subject to import licence. Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated March 7 or earlier, do not need an import licence, nor do goods sent by air up to and including March 12.

Resolution 820 of March 4, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
699.03	Wire cables, ropes, plaited bands, slings and similar articles of iron and steel, except insulated cables for electrical use:	
699.03.01	Covered (4)	0·05
699.03.02	Not covered (4)	0·005

Goods marked (4) are made subject to import licence. Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated March 7 or earlier, do not need an import licence, nor do goods sent by air up to and including March 16,

Resolution 817 of March 6, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
899.14.04	Articles for base-ball soft-ball, except footwear:	
899.14.04-2	Gloves, masks, half-masks and chest protectors (4)	0·08
899.14.04-9	Unspecified	0·08

Goods marked (4) are made subject to import licence. Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated March 6 or earlier, do not need a licence, nor do goods sent by air up to and including March 11.

Resolution 821 of March 7, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
512.09.06-16	Benzenesulphonic acids	2·00
512.09.07-17	Sodium calcium and potassium alkylaryl sulphonates	2·00

This amendment comes into force on March 22, 1969.

Resolution 819 of March 6, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
721.08.04-01	Semaphores and their controls, beacons, intermittent or not, assembled or unassembled (4)	0·50

Consignments sent by sea or parcel post, covered by consular invoices or despatch notes dated March 7 or earlier, do not need an import licence, nor do goods sent by air up to and including March 15.

Resolution 818 of March 5, 1969

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
666.01	Dinnerware and other household articles (including those for hotels and restaurants) and artistic pottery, n.e.s., made of baked clay or ordinary stoneware:	
666.01.04	Dinnerware and other household articles, n.e.s.:	
666.01.04-1	Decorated with precious metal paints or transfers	2·00
666.01.04-2	Unspecified	2·00
666.02	Dinnerware and other household articles (including those for hotels and restaurants) and artistic pottery, n.e.s., made of faience or fine earthenware:	
666.02.04	Dinnerware and other household articles, n.e.s.:	
666.02.04-1	Decorated with precious metal paints or transfers	2·00
666.02.04-2	Unspecified	2·00
666.03	Dinnerware and other household articles (including those for hotels and restaurants) and artistic pottery, n.e.s., made of china or porcelain:	
666.03.04	Dinnerware and other household articles, n.e.s.:	
666.03.04-5	Unspecified	2·00

Goods falling under these headings will require import licences for 60 days from the date of publication (March 6). Licences will not be required for goods sent by sea or parcel post covered by consular invoices or despatch notes dated March 6 or earlier. The increases in import duty will take effect when the licensing requirement lapses.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 *individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House,* 35 *Old Bailey, London, E.C.*4 *(Tel.* 01-248 5757, *Ext.* 7146),

Tariff No.	Description	Rate of duty, Bolivares per kilo gross
684.02.01	Aluminium sheets and foil, whether or not lined with paper or paperboard, with or without printing (alminium paper):	
684.02.01-3	With printing (1)	6·00
684.02.01-4	Without printing (1)	4·00
684.02.03	Sheets and plates of aluminium or its alloys, smooth, perforated, grooved, or in other forms:	
684.02.03-4	Grooves (1)	2·00
684.02.03-5	Sheets and plates, n.e.s.: (1)	
	A. Printed	6·00
	B. Not printed	4·00
684.02.03-6	Deleted	
684.02.05	Aluminium and aluminium alloys, worked, n.e.s.; powdered aluminium:	
684.02.05-2	Aluminium and aluminium alloys, worked, n.e.s. (1)	3·00
699.14.01	Kitchen utensils and dinnerware, of aluminium, whether or not coated:	
699.14.01-2D	Not plated with precious metals (1)	10·00
699.21.06	Boxes, cans, and other similar containers, n.e.s., of metals or their alloys:	
699.21.06-1	With printed indications that they contain cigars, cigarettes, tobacco or snuff (1)	24·00
699.21.06-2	Deleted (1)	
699.21.06-3	Deleted	
699.21.06-4	Deleted	
699.21.06-5	Deleted	
699.21.06-6	Deleted	
699.21.06-7	Deleted	
699.21.06-8	Deleted	
699.21.06-9	Other (1)	5·00
699.29.20	Other manufactures of base metals, n.e.s.:	
699.29.20.24	Horseshoes (4)	1·20
699.29.20.25	Ladders	5·00

Explanatory notes

684.02.01 Aluminium foil is taken to mean sheets up to one-tenth of a millimetre in thickness, not including its support. Flat products which exceed this measurement are classified in 684.02.03.

Goods marked (1) will require import licences until June 5, 1969. Goods marked (4) will require import licences indefinitely.

Licences will not be required for goods sent by sea or parcel post whose consular invoices or despatch notes are dated March 7 or earlier, or for goods sent by air before March 15. The changes in import duty will take effect when the licensing requirement lapses.

KENWOOD PREPARE EXPORT CAMPAIGN IN US

Mr. Aaron Neretin, editor in chief of Merchandising Week, *the United States retailers' journal, visited the United Kingdom recently to meet the Kenwood Group before the launch of the Chef food preparation machine on the American market. Mr. Neretin (second from left) is seen here, looking at promotional ideas for exports with Mr. Alan Mitchell, Kenwood export executive; Mr. John Breckon, director, Public Relations Counsel Ltd.; and Mr. Mike Henessey, European representative of Billboard Publications Inc.*

international engineering journal of the 1970's

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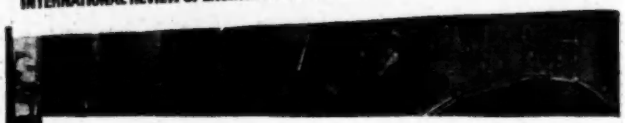
INTERNATIONAL REVIEW OF ENGINEERING EQUIPMENT MARCH 1



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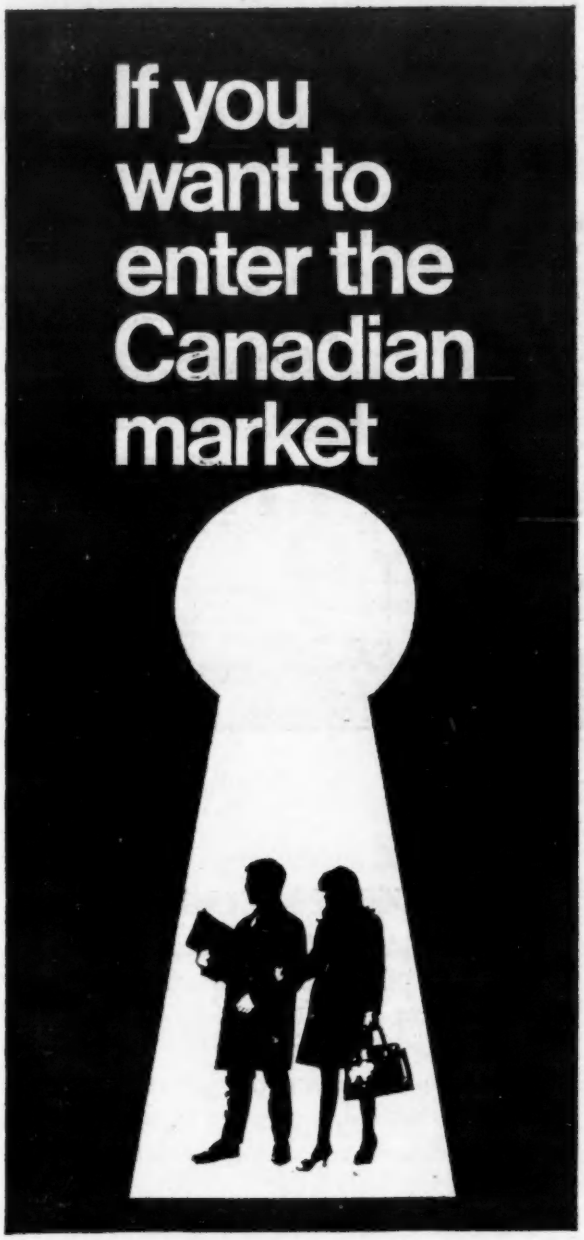

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BRAZIL

International tender requirements

HM EMBASSY at Rio de Janeiro has forwarded copy of an instruction issued by the Brazilian Minister of Finance on international tenders which lists the requirements to be observed by foreign bidders.

A copy of the Law (in Portuguese), together with an unofficial translation, is available on application to Export Services Branch, Board of Trade, Room H19, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 404 and 7003).

Devaluation of cruzeiro

THE BRAZILIAN central bank have announced a further devaluation of the new cruzeiro; from March 19, the new buying rate is fixed at 3.93 and the selling rate 4.0 new cruzeiros to the US dollar.

UNITED STATES

Alcoholic beverages — proposed health warning on bottle labels

A BILL WAS introduced in the United States Senate on March 7 proposing a health warning on the labels of bottles containing beverages having more than 24 per cent of alcohol by volume. Under these proposals, a statement is required on each label reading: 'Caution: Consumption of alcohol beverages may be hazardous to your health and may be habit forming'.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 423, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2404), quoting the reference CRE/11913/G.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian Customs purposes:

Of a 'class or kind made in Canada':

Plates of iron or steel (except stainless), including skelp (so called), in widths of over 115 ins. and up to and including 142 ins.

Floorplates of iron or steel (except stainless), with chequer, diamond or other raised pattern on contact surface, in widths of over 60 ins. and up to and including 100 ins.

Sheet of iron or steel (except stainless), hot rolled, including skelp (so called), in widths of over 61 ins. and up to and including 96 ins.

Sheet of iron or steel (except stainless), cold rolled, including skelp (so called), in widths of over 61 ins. and up to and including 74 ins.

Note: The aforementioned products in widths up to and including the minimums recorded above have been ruled previously to be of a class or kind made in Canada.

(Ruling effective April 14, 1969).

The above information is contained in Canadian Department of National Revenue Memorandum D51-1-2 dated March 11, 1969.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Three Board of Trade films on breaking and entering

Here's vital information for any company breaking into overseas markets

1. 'Call Export Intelligence'
This is the most recent of the Board of Trade's films of interest to all exporters. It describes in 30 minutes the structure and operation of the Board's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. It shows how they can provide expert advice and assistance tailored to suit an individual firm's needs.

2. 'Shop Windows for Exports'
A 24-minute colour film which outlines the respective merits of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited to his product.

3. 'The Friendly Invasion'
This 12-minute colour film, which was made at the Brussels and Toronto British Weeks, shows how the products of hundreds of British firms were sold to the public from every suitable shop in the two cities. The film explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

These 16-mm colour films, prepared for the Board of Trade by the Central Office of Information, give a graphic and comprehensive picture of the ways in which the Board of Trade can help British companies to sell abroad.

The Board has also published a set of leaflets summarising each film and giving useful contact points. They are available free of charge from the Board of Trade, Room 707, 1 Victoria Street, London SW1.

If you want to know how the Government's services to exporters operate and how they can help your firm, you should see these films. Copies of all three are readily available on hire from:

The Central Film Library,
Government Buildings,
Bromyard Avenue, Acton,
London W3. (Tel: 01-743 5555)

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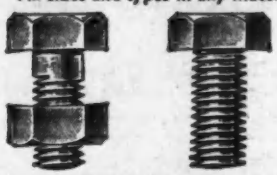

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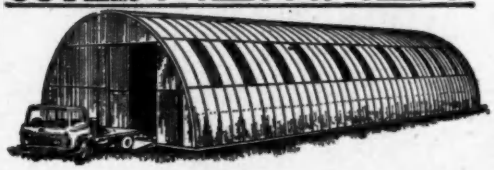

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A = annually; M = monthly; Q = quarterly; 6-M = every six months.

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Official Receivers' offices	21 June 1968
Programme of trade promotions	7 Mar. 1969

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The Board of Trade

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